

# *The* PRODUCER

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AMERICAN NATIONAL LIVE STOCK  
ASSOCIATION

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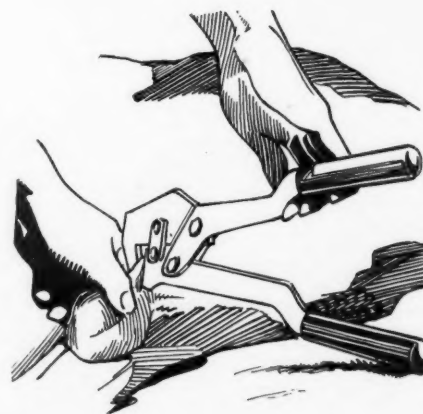
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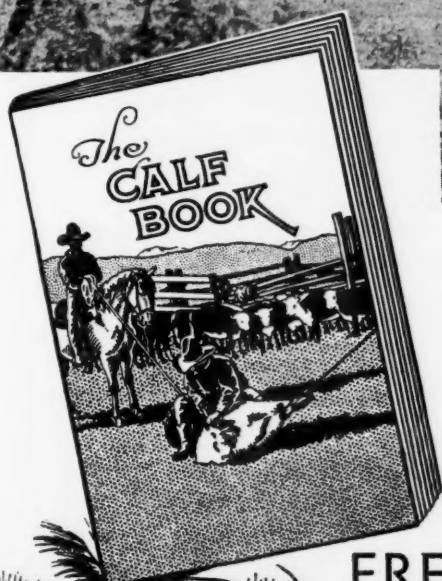
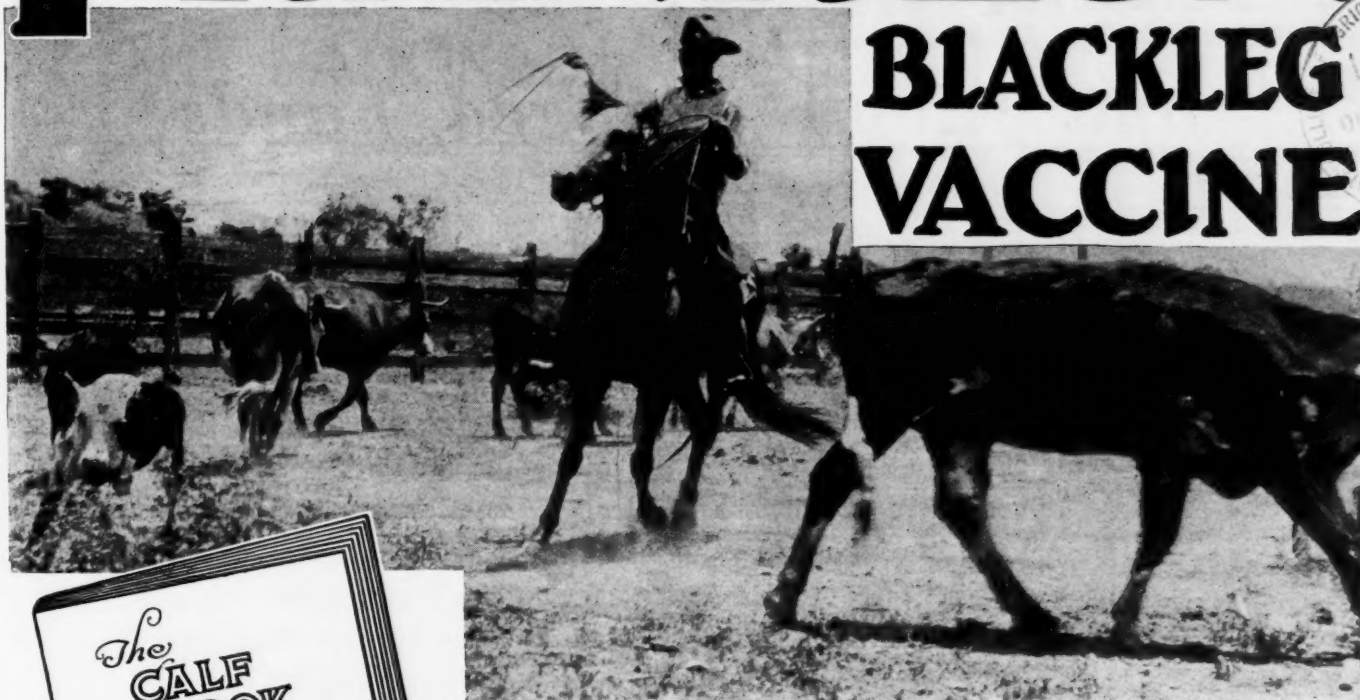
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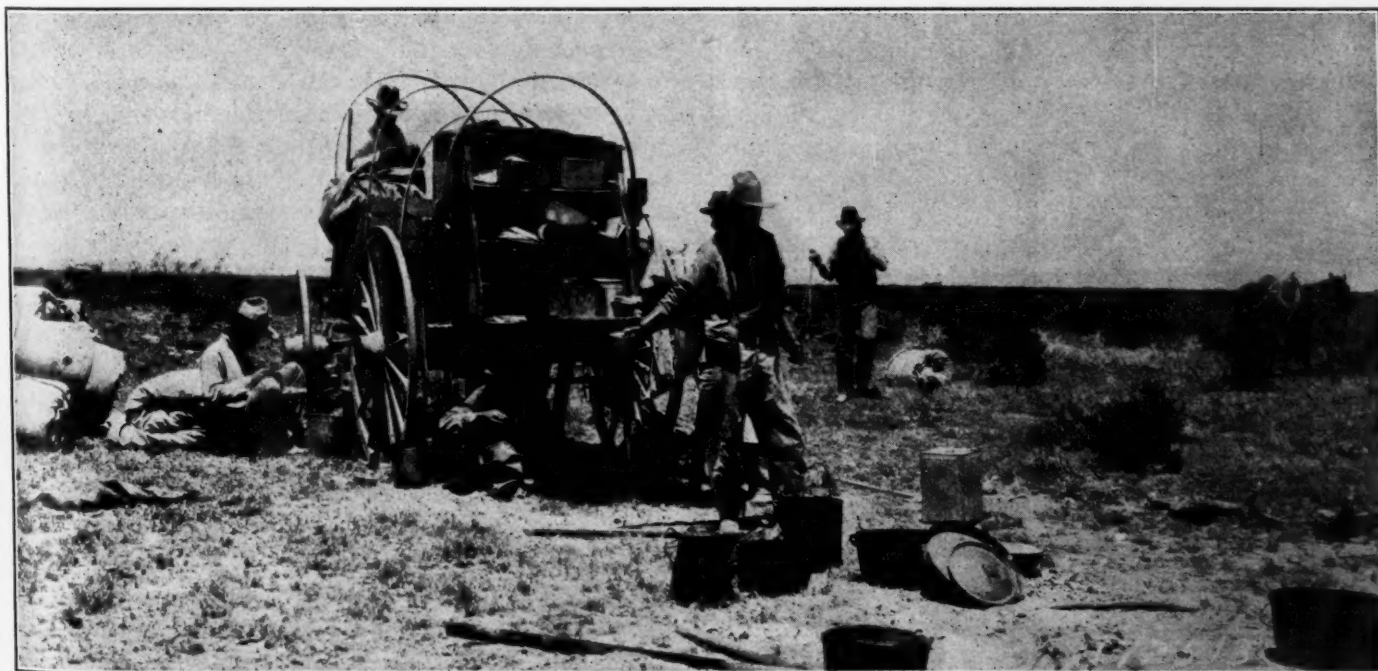
### The Round-Up Cook

BY WILL C. BARNES

A MIDSUMMER AFTERNOON IN THE Southwest. From an absolutely cloudless sky the sun shone down on an open prairie, the boundaries of which melted easily into the hazy horizon. Here and there were little islands of rugged, wind-whipped cedars and junipers. Close to one of these islands was camped the heavy chuck-wagon of a range round-up outfit. Near it, a goodly fire of cedar logs was burning. On the lowered lid of the chuck-box the cook was busy at work with the implements of his trade, building pies for the men's

supper. A beer bottle rolled the plastic dough into proper thickness. With skilful hand and sharp knife, the cook deftly cut a large disk from the white sheet of dough, then transferred it to a deep pie-plate, patting it down into every nook and corner of the plate.

Did he then carefully cut away the overhanging edges of this lower layer of the future delicacy close up against the tin rim, as did his and every other man's mother before him? Not this cook. He knew a trick with pies worth two of that. Leaving the surplus of the lower part of his prospective culinary



THE CHUCK-WAGON

triumph draped over the rim of the plate, like the overhanging edge of a vast snow-drift, he carefully filled it with sliced apples from a large can, including what the horse-wrangler called "oodles" of rich, sirupy juice. Over this filling he deftly dusted fragrant ground cinnamon, and a dab here and there of allspice, which, with a handful of granulated sugar sifted casually over the surface of the fruit, completed this part of the ceremony.

Then, as tenderly as a young mother spreading the tiny coverlet over her babe, that chuck-wagon artist laid over the apples a disk of pastry cut to fit into the plate as neatly as the piston in the cylinder of one of Henry's latest. With the utmost care he raised the overhanging flap of the lower crust, and brought it over and onto the upper lid, so that it overlapped about two inches all around. With his fingers he pressed the edges down until he had completely sealed the entire circumference of the pie, so that not a drop of the precious juice could escape, to be wasted in the bottom of the oven. With the point of his long knife-blade, and the skill of a sculptor, he carved the outfit's brand deep into the upper crust.

Just before this last act, he took the short-handled camp shovel and dug a hole in the ground, about two inches deep and a little larger than the circumference of the huge, fourteen-inch, cast-iron Dutch oven in which the pie was to be baked—such an oven as our great-grandmothers back in Pennsylvania used constantly. Into this hole he poured a shovelful of red-hot coals, patting them down evenly and gently. Upon this he set the oven. The heavy top lid he had previously placed right in the midst of the fire to heat up. The pie-plate, with its fragrant contents, was then placed inside the oven, the lid taken from the fire with the "pot-hook" and placed on top of the oven, and a couple of shovelfuls of coals heaped upon it. Two more pies similarly fabricated followed their mate into other Dutch ovens, in which in exactly twenty minutes—no more, no less—they were baked "just to a turn," as such concoctions should be. Satisfied with their condition, he set the three ovens to one side, each on a handful of coals, where they kept hot, as in the warming-oven of a regular hotel range.

The three delicacies were to furnish the "topping-off" for the cowboys' supper that evening.

#### Men Ravenous after Day's Work

As the cook worked away, he glanced from time to time toward a spot on the prairie from which arose a cloud of yellow dust. Occasionally a mounted figure emerged from the dust, racing madly across the range. It was the round-up, and the cook knew that the men were nearly through with the day's work and would soon be at the wagon, hungry as

wolves. Like all good housewives, he had prepared his dessert first, and, that item of the evening meal out of the way, he turned his attention to the rest of his menu.

First on his list was bread. In a round-up camp the men look for hot bread three times a day, and seldom are they faced with "just cold bread," as a Texas kid once put it. From the wagon the cook took a huge dish-pan, filling it half-full of flour from a sack in the wagon just in front of the chuck-box. Then he opened up a good-sized crater in the flour, and, picking up a five-gallon keg that stood by the rear wheel of the wagon, pulled off its canvas cover, held in place by a hoop, and from it poured into the hole in the flour two or three quarts of foamy, bubbly batter. The keg is technically known as a "sour-dough keg," and its contents constitute the yeast used in making "sour-dough" bread.

The next step was to reach for the soda can, from which he sprinkled a teaspoonful of soda on top of the batter. This was not to make it rise, but only to sweeten the batter. Then with a fork he stirred the batter with a quick motion, gradually incorporating into it the surrounding wall of flour. When too thick to stir with the fork, he went at it with his hands, kneading into it all the flour it would take up. Meantime his "swamper" had put two huge Dutch ovens on the fire, and, when they were well warmed up, had carefully wiped out each of them with a piece of gunny-sack. Then he dropped into it a huge spoonful of lard, which he stirred up with the spoon until the oven was well greased on sides and bottom. This left about an eighth of an inch of red-hot grease in the bottom of the oven. "All set!" called the swamper, as he swung one oven over to the mess-box, handling it with the long pot-hook and the iron bail of the oven.

Then, with wonderful dexterity, the cook took a large piece of the dough in his left hand, and through the opening between thumb and forefinger squeezed a tongue of dough, cutting it off by constriction when just the right amount had passed through. This small bit he worked into biscuit shape, then deftly dabbed it into the hot grease on one side, flopped it over so that both sides were well greased, and pushed it gently and kindly up against the side of the oven. This process was continued until the bottom of the oven was covered tight with biscuits, to each of which the cook gave an affectionate little pat as he crowded it against its neighbor.

Next, the swamper having prepared a nice little nest of red-hot coals about two feet from the fire, the oven, full of its snow-white "dough gods," was set softly in the coals, and the cover, taken from the fire, was set carefully down onto the rim of the oven. With his fire-shovel, the cook then covered the lid with a mound of coals; and the job was completed.



A good cook, confident of his judgment, never opened his oven until a full twenty minutes had elapsed. If everything had worked out as it should, the oven was then full of the most wonderful brown-capped biscuits that a hungry cow-puncher ever set his teeth into. Under the influence of the "sour dough," the biscuits had "risen" until they almost touched the iron lid. Some cooks at this point rubbed a strip of bacon over the tops of their biscuits, which gave them a crispness and aroma that made them, indeed, epicurean morsels.

### Steak and Coffee Three Times a Day

His bread in the oven, the cook began on his meat item. His swamper had brought from the wagon a hindquarter of a yearling, from which, laid on the mess-box lid, he cut many thin slabs of steak, each as big as the circumference of a man's head. These he threw into the pan of flour left from his bread-making operations. Stirred into and well covered with the flour, each piece was dropped into another great iron Dutch oven, in the bottom of which was about three inches of red-hot, crackling lard. Ten minutes in this, and you had the most delicious titbits of fried beef imaginable, each piece covered with the crisp, browned batter. Generally it required two ovenfuls to meet the needs of a round-up crew of from eighteen to twenty men.

Coffee was manufactured in large three-gallon pots, into which each man dipped his cup. Before dipping to fill his cup a second time, if it had rested on the ground, he politely wiped the bottom on his overalls or "chaps," to remove any dirt that might adhere to it.

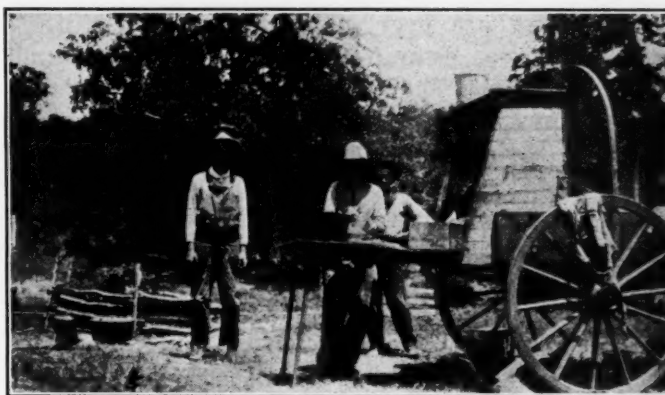
These three articles—bread, meat, and coffee—were the main ingredients of the average round-up meal in the old days. Three times a day they appeared on the menu, week after week and month after month. Beans came about twice a week. Boiled rice—generally called "moonshine" or "John Chinaman"—was frequently prepared. Kegs of mixed pickles were a staple, there being a general range law that provided severe penalties for any puncher who "picked around" to secure the choice morsels, such as small onions or cauliflower. Ordinarily the cook, to prevent such outrages against chuck-wagon etiquette, would cut a small hole, about three inches square, in the top of the keg, which generally held two to four gallons of pickles, drive a nail into it for a handle, and provide a long-handled fork for a spear with which to secure one's pickle. Woe betide the man whom the cook caught red-handed in the act of rejecting the piece he had speared and going back for another chance!

Dried fruit, such as apples, peaches, and prunes, were provided at least twice a day, and on every

chuck-wagon lid you found a gallon can of some sort of sirup—generally good old "blackstrap" New Orleans molasses, or else, in certain localities, sorghum of local manufacture.

Canned goods—dubbed "air-tights"—were seldom seen about a round-up wagon. Occasionally the wagon-boss would let the cook lay in a few cases of corn, tomatoes, and peas, to be used on special occasions.

In the years between 1890 and 1895, when range cattle were almost unsalable at any price and strict economy was necessary, nearly all the big southwestern outfits cut out sugar entirely, and "long sweetness," in the shape of molasses, was served in its stead. Pickles, canned goods, and dried fruit, except



CHUCK-WAGON AND MESS-BOX OF OKLAHOMA OUTFIT

of the home-made brands, were also eliminated from the bills-of-fare, and during those years it was straight bread, meat, and coffee for everybody.

The coffee was invariably of one or two "package" brands—"Arbuckle's" or "XXXX"—already roasted. My old ranch books show that we paid eight cents a pound for either of these brands, by the case. Coffee brewed from these favorites had a flavor all its own—and what quantities we used to drink!

### Etiquette Severely Enforced

With everything ready in the eatable line, the cook pulled from his box the several drawers that held cups, spoons, knives, forks, and plates, setting them side by side on the lid, and, back of them, cans holding salt, sugar, and pepper. Then, with a look around on his hungry crew, he would yell loud enough to wake the dead: "Here it is—come and get it!" or "Come a-runnin', fellers!" or sometimes just "Chuck away!"

One by one the men secured the necessary eating-tools, and then, passing from one Dutch oven to another, loaded their plates with a selection of everything in sight. Mostly they sat down cross-legged, resting their plates on their feet, the coffee-cup on the ground beside them. Of conversation at such times, as with men of their character, there was



very little—that little confined strictly to the business ahead of them.

Under the mess-box lid the cook always placed a huge dish-pan—sometimes two. This was known all over the range country as the “wreck-pan;” and heaven help the luckless tenderfoot who, instead of dumping his dirty dishes into the “wreck-pan,” set them in a nice little heap on the mess-box lid! What the average round-up cook said to him was surely a-plenty.

The question is often asked as to the health of men living on this sort of fare, probably lacking the vitamins and other ingredients which today are deemed so vital a part of human food. As a matter of fact, cowboys were by no means free from bodily ills.

Looking back over many years of such life, I recall that open, running sores, mostly on our hands, were common. They were the result of injuries, such as kicks of calves (whose little hoofs were as sharp as broken glass), flesh torn while shoeing horses, and fingers cut to the bone by “hot ropes” slipping through one’s hands. Some way, these hurts were a long time healing up. Proud flesh used to come into them, to be “burned out” by liberal applications of powdered burnt alum. For years my outfit had a small can containing alum for this purpose in one of the drawers of the mess-box, along with salves and ointments, guaranteed to heal up such places, and several kinds of pills and powders advertised to do all sorts of things to men’s interior organs. With a wagon and eighteen to twenty men out for six weeks at a time, generally from fifty to seventy-five miles from the nearest settlement, some supplies of this kind were a real necessity. Seldom was there a round-up crew that did not have a man or two suffering from horrible carbuncles and boils. A chew of tobacco placed on a boil, and tied there with a strip torn from one of the cook’s dish-towels (old flour-sacks), was the usual dressing for sores and boils. Evidently our constitutions were of iron, but our blood was not the purest in the world. We suffered, but seldom died from it.

It was a common saying on the range that a round-up cook could make or break a wagon-boss or an outfit, according as he did good or poor work.

#### Good Cooks Well Paid

Cooks were paid from fifteen to twenty-five dollars a month more than riders, and long before the wagon crew was got together for the spring work the wagon-boss had his cook hired, frequently paying him wages for a month or two before he was needed, just to hold him.

The cook was, indeed, monarch of all he surveyed. Everybody paid homage to him, and the wise “stray man” with the outfit, or casual “drifter” dropping in

for a meal or two, always grabbed one of the flour-sack wiping-towels and helped him get his dirty dishes out of the way. Nor has this situation changed with the passing years. Five or six years ago, at the headquarters ranch of a big cow outfit in the Black Hills of South Dakota, the kitchen was decorated with large, plainly read signs, such as:

“If you can’t wash dishes, don’t eat.”

“We use wood in the cook-stove cut sixteen inches long, but *no longer*.”

“A busy cook loves a full wood-box.”

“A full water-bucket makes a happy cook.”

“Stray men are not exempt from helping wash dishes, bringing wood or water.”

“The well is just 110 steps from the kitchen, mostly down hill going to it.”

Just why a round-up cook had to be “cranky” was never clear, but all of them were more or less constructed along those lines—generally more.

With an outfit of twenty men out on a round-up which was to last from two to three months, and away from town the whole time, much depended on the cook’s loyalty to his job. Therefore he was “coddled” in every possible way to keep him at work. A puncher could quarrel with, or “rag,” the horse-wrangler, or any of the men, all he wanted to, and the boss seldom interfered; but let him start something with the cook, and if that personage himself did not take up the challenge forthwith, the boss would quietly tell the offender either to “roll his tail for home” or to let the cook alone. No wagon-boss cared to have a cook quit him fifty or seventy miles from town, with a crew of hungry men on his hands. Horse-wranglers and punchers there were in plenty, but of good round-up cooks the supply was terribly low and the demand awfully keen.

Therefore it was always “Hats off to the Cook!”

#### J. ELMER BROCK ON LAND TAXES

ON THE SUBJECT OF AGRICULTURAL TAXES, very much to the fore everywhere these days, J. Elmer Brock, president of the Wyoming Stock Growers’ Association, at the convention in Lander in June, had the following pertinent criticisms to offer, together with suggestions for putting the taxing system of his own state on a more equitable basis:

“Taking up the matter of taxation, I will refer briefly to the activities of this and kindred agricultural organizations in going before the last annual meeting of the State Board of Equalization with the county commissioners and assessors of the state for the purpose of fixing valuations. This organization, along with the Wyoming Wool Growers’ Association, proceeded to establish a value for grazing lands by securing affidavits of bona fide sales from all over the state. We secured, I believe, affidavits on the sales of 118,000 acres of grazing lands. Some of these affidavits cover all purchases made by the affiants over a ten-year period. They prove a purchase valuation of \$1.18 per acre. Yet these same lands

were assessed at \$2.96 per acre, with the improvements added. We asked for a flat 20 per cent reduction, with an added annual reduction, but we did not receive it. Instead, we were given a flat 10 per cent reduction on grazing lands. That aggregated about \$5,000,000 which was allowed us in valuation reductions, while as late as 1928, \$7,000,000 worth of real estate was driven from taxation in the state by overvaluation. This was property that was sold at delinquent tax sales, and had to be bid in by the respective counties because there were no other bidders. In other words, the land driven from taxation in 1928, and which ceased to be a source of revenue to the state, exceeded by \$2,000,000 the reductions we were allowed in 1930 on grazing lands. We did receive a reduction on so-called second-class land which was of considerable importance.

"There is one more result which we got from that meeting of the Board of Equalization with the county officers. We discovered that, if you want lower taxes, you had better begin your work right at home; for, with the exception of two or three counties, the county commissioners did not want reductions in valuations on any kind of property. On the other hand, they wanted to keep the valuations up in order to keep the revenue up. As a result of that meeting, however, the 1931 Legislature passed a law doing away with the powers of county officers to fix valuations in meetings with the State Board of Equalization. In fact, the law went even farther and made it a misdemeanor for a county assessor or county commissioner to draw funds from the county treasury to attend such a meeting. That has its own significance, which I will leave to you to work out.

"The Legislature also passed a resolution asking the Federal Land Bank to come into Wyoming and operate. The reason for the absence is apparent. It is a question of tax valuations. The private land loan companies have been driven from the State of Wyoming by the overvaluation of land. The Federal Land Bank has been driven out. The state loan body was created, and authorized to loan 90 per cent of the valuation of lands as fixed for taxation purposes. Yet, in making these loans, and using good business judgment, these gentlemen very often refuse to loan as much as 60 per cent of the assessed valuation; and they are acting wisely when they do so.

"I am going to read a few lines from the report made by Mr. Kopperud, of the Federal Land Bank of Omaha:

"Taxes are a lien ahead of any mortgage securing a loan which may be given to the bank. If the taxes on a farm are \$220 a year, that is equal to  $5\frac{1}{2}$  per cent of \$4,000. The net effect is the same as if there were a first mortgage against the land for \$4,000, and the loan made by the bank is subject to it. To keep the bank's mortgage good, payments of \$220 a year must be made to the county treasurer.

"Taxes paid on all farm property in 1929, according to the United States Department of Agriculture, were 167 per cent more than in 1914. With taxes at \$100 a year, on a farm worth \$10,000, a farm loan of \$4,166.50 is on the same basis as a loan of \$2,775 would be if taxes on the same farm were \$267 a year.

"During the last five years, taxes have taken about one-third of the net rent on rented farms. This fact gives some idea of the tax burden on all farm property.

"It cost the country \$140,000,000 to teach 12,000,000 school children in 1890; while in 1925 it cost \$2,000,000,000 to teach approximately twice as many children. The expense of operating and maintaining the general departments of Iowa was twice as much per capita in 1928 as it was in 1918. The increase in other states of our district is even higher.

"It is not necessary to be a 'calamity howler' to appreciate the fact that the situation is unsound.

"The greater part of your taxes consists of school, county, and township taxes. Taxation, therefore, is largely a social problem. We urge you to get on the 'firing line' and see that real tax reform is brought about. While methods of taxation in many ways are wrong, one of the best remedies is to spend less money.

"Real-estate properties represent 45 per cent of the total wealth of the nation, but pay 80 per cent of the total tax revenue. Real estate is an easy mark for taxation. It cannot hide; it cannot move away; it is fixed. Personal property is usually so elusive that most of it escapes taxation. What is termed a general property tax is in reality a real-estate tax. No other form of property suffers more from multiple taxation. Many tax authorities say that the inescapable trend for taxes is to go up. If this be true, justice

and expedience both require that tax increases be not imposed upon those who have so far borne the major burden."

"Now, to get back to the pertinent question—how to reduce these taxes—I am going to make some suggestions. We all know that the secret of lowering taxes is economy. If we are honest, we will also admit that very few economies will be effected if we allow the revenue to be raised in the first place. There are many ways of preventing the county officials from raising the revenue. We are protected by the constitution of the State of Wyoming from the valuation of any property for taxation purposes at more than the property is worth, but the land receives the tax burden because there is no easy method of proving its actual value, and the Board of Equalization, in compliance with the demands made upon it for revenue, picks on this one class of property, upon which the value has not been fixed with sufficient background to warrant it standing up in court, or anywhere else.

"What I have in mind, if you will concur with me, is that this organization, along with the Wyoming Wool Growers' Association, the Wyoming Farm Bureau, and perhaps the other agricultural organizations which compose the Agricultural Council, send out questionnaires asking the different individuals over the state how many acres it takes to carry one cow unit, how many acres it takes to carry one sheep unit, how many tons of forage an acre of first-class land will produce, etc. With these data, Dr. Vass, of the University of Wyoming, has promised to work out a valuation for this class of land based on what it will earn. When we have this evidence of valuation, to go with what we have already secured, I suggest that this organization and other similar organizations insist that the Board of Equalization put a proper valuation on these lands, and that, if necessary, it go into court and secure injunctions to prevent the overvaluation of lands.

"About 85 per cent of our taxes are spent at home, and for that reason I believe that the place for all of us to do our hardest work is right at home in our own little communities. Referring again to the needless state and county offices and boards, etc., you know and I know that whenever a man can get into an office, with half of his salary paid by the state and half by the county, or half by the state and half by the United States, he is fixed for life. I believe the worst enemy any community has is the non-taxpaying small-town booster who appeals to our false pride and our patriotism, and urges a lot of measures that are unsound. A great many of these things are injurious, and have to be later discarded, occasioning a lot of unnecessary expense."

## MARKET PROSPECTS

BY JAMES E. POOLE

### Cattle

GO INTO ANY CATTLE MARKET ON THE MAP, solicit opinions concerning the future from a dozen men, and you will elicit as many different opinions. Somewhat paradoxical at present is a \$9 to \$10.25 market for finished steers of all weights, a grasser market largely at \$5 to \$6.50, with a few outstanding range cattle at \$7 to \$7.75, and a \$4.50 to \$6 stocker and feeder market. To an outsider these prices have an out-of-line appearance. Ten-dollar fat cattle owe their price prestige to scarcity. A few weeks hence they will disappear, as no one carries them over the holidays. What they will be replaced by in the quotation list is anybody's guess, a popular opinion being that after the turn of the year a lot of short-fed steers will go to killers at a range of \$7 to \$8, with possibly a few in better condition at \$8.50 to \$9. A few choice steers can always be used, but the late winter market does not demand much quality. Such steers as are now selling at \$9 to \$10.25 are qualified high-dressers. Just why they are not wanted after January 1 is a trade mystery. Yearlings, now seasonal, will disappear with the holidays, giving a market footing to light-weight older cattle, the product of which may be utilized for substitute duty.

Narrower spreads will be established as grass beef



becomes scarce. A common steer changes character, so far as beef is concerned, on a sixty- to ninety-day feed, and, if not in the runt class, can be camouflaged as yearling product. So many of these little cattle have been taken out by feeders recently that too large a number may come back within a brief period. Yet during low temperatures the trade can readily absorb large quantities of such beef, costing little on the hooks and yielding distributors substantial profit. As consumers are in economical mood, short-feeding such steers looks like good policy.

Weight has acquired a modicum of popularity with killers. Adjusting supply to demand is difficult, if not impossible. In August, killers clamored for handy-weights, but along in September bullocks weighing 1,200 pounds and up had the call. However, steers weighing from 900 pounds down, and heifers weighing from 800 pounds down, are invariably popular.

Finished cattle may be scarce, but other types are plentiful. The Southwest has an abundance up its capacious sleeve, and will go into winter beef-making up to the ears. Pasture cattle will not be cleaned up until late this season, present indications being that there will be plenty of them.

Nobody is in holding mood. Cattle will go as fast as they are reasonably ready and the market can take them. If they pay out, replacement will be in order, as in that event the same capital can be utilized. The outcome of winter beef-making operations will be determined in large measure by developments in the sphere of industry.

#### Sheep

Winter lamb markets will be erratic. What happened late in September, when prices advanced \$1 per cwt., demonstrates possibility of an intermittent \$8 trade; but feeders are nervous, disposed to take the short route to market, and refrain from putting on a high degree of finish. Whenever prices advance 50 to 75 cents per cwt., response by feeders will be prompt. Determination to sell promptly will make finished lambs scarce, but the big outfits can get along with few high dressers, and demand from city butchers is limited. After the turn of the year, when the bulk of the native-lamb crop will have been garnered, the market will be made by fed westerns, making a greater degree of stability possible. Along in January, shipping, or eastern, demand should develop competition at western markets, to the advantage of feeders.

But the feeding areas are tucking away a sufficient number of lambs in the aggregate to insure a continuous and generous supply all winter. Just how many will figure in the visible supply a few weeks hence cannot even be conjectured, as the October purchase will be heavy, but there will be enough and, possibly, some to spare. Another probability is that farmer-feeders in the barn territory east of Chicago will enter into competition with killers on half-fat, or second-hand, western lambs as the winter works along. Still another possibility is that packers will take on short-fed and warmed-up lambs to satisfy a trade that during the past three months has absorbed fleshy lambs which under ordinary conditions find the feed-lot outlet. All these are potential bullish factors, none of them to be ignored.

In addition to feeder purchases at the markets, thousands of lambs have gone into the hands of farmers in the Corn Belt states to be fed on contract for the owners, the popular price for the gain being 8 cents per pound. How this will work out remains to be developed.

During the coming winter the tail end of one of the largest lamb crops the country ever produced will be fitted for the butcher. Investment was on a low-cost basis, feed is cheap, and the feeder should have an inning. So far as the commercial breeder is concerned, it was a money-losing season.

#### SEASONAL FLUCTUATIONS IN CATTLE PRICES

UNDER THE HEADING "SEASONAL CHARACTERISTICS of Cattle Marketings and Prices," the *Monthly Letter to Animal Husbandmen*, published by Armour's Live Stock Bureau, in its June issue discusses the regularly recurring fluctuations which tend to make prices on cattle strengthen during certain months of the year and weaken during others. It is found that the causes for these ups and downs are related to economies practiced in feeding. Of greatest importance, we are told, are the variations in the number of cattle marketed. During the fall months there is an increase in grass cattle shipped, which causes the price of the common grades to reach its lowest level at this period. Similarly, marketings of fat cattle are greatest during the spring months, resulting in lower prices on the better grades. Other factors influencing market prices are seasonal changes in the volume and price of other meats, weather conditions, religious holidays, etc.

The more significant facts standing out in these seasonal changes are summarized thus:

"(1) Seasonal tendencies in price of the best grades of steers are just the opposite of the seasonal tendencies in the price of common steers.

"(2) Best prices for the top grades of steers are usually received in September and October, while the yearly 'lows' are normally reached in April and May.

"(3) For common steers the best prices of the year are usually reached in May, and the lowest from August through November. The seasonal trend in prices for low-grade cows is similar to that for common steers.

"(4) Peak prices for stocker and feeder cattle are usually reached in May, while July, August, and December average lowest.

"(5) The number of low-grade cows in slaughter increases sharply during the fall months and reaches a decided peak in November. Price tendencies are inverse with this movement to slaughter."

#### CALIFORNIA TO INTERVENE IN MEAT-RATE CASES

PERMISSION TO INTERVENE IN THE WESTERN meat-rate cases pending before the Interstate Commerce Commission has been granted the California Cattlemen's Association. In these proceedings, the four big Chicago packers, joined by the "interior packers" of Iowa, and packers in St. Louis and Denver, seek an adjustment of freight rates on dressed meats and other packing-house products from those points to the Pacific coast, so as to bring them more nearly into conformity with the lower level of rates prevailing on live stock on the hoof.

It is expected that the first hearing will be held at Chicago, to be followed by hearings on the coast.

#### CALIFORNIA TO WAR ON BOVINE TUBERCULOSIS

A CAMPAIGN FOR THE ERADICATION OF TUBERCULOSIS from the herds of California got actively under way on October 1. While testing of beef cattle will be optional, all dairy animals must be inspected. Reactors will be branded and slaughtered. Owners of grade cows found to be infected will receive a maximum indemnity of \$25 from the federal government and \$35 from the state. On pure-bred cows up to \$50 and \$70 will be paid. This is in addition to the salvage from slaughtered animals. Northern districts of the state will be the first to be inspected.



## WYOMING TO CONTINUE FIGHT AGAINST TUBERCULIN TEST

CONTINUANCE OF ITS OPPOSITION TO COMPULSORY testing of range cattle for tuberculosis is promised by officers of the Wyoming Stock Growers' Association, who contend that no case has ever been reported of a Wyoming range animal being found infected with the disease upon post-mortem examination at any of the markets. Under these circumstances, the expense involved in tuberculin testing is felt to be unwarranted.

It is possible, as suggested by Dr. J. R. Mohler, chief of the Bureau of Animal Industry, that some of the states where a considerable amount of tuberculosis-eradication work has already been done may put up restrictions against the admittance of feeder cattle from non-accredited territory, but the bureau itself is not contemplating the adoption of any new regulations hindering such movement. According to Russell Thorpe, secretary of the Wyoming association, Iowa and Illinois have declared themselves not to be in favor of the proposed embargo against untested range cattle.

## NEW MEXICO EXECUTIVE COMMITTEE MEETING

ON SEPTEMBER 21 THE BEST-ATTENDED EXECUTIVE committee meeting in the history of the New Mexico Cattle Growers' Association was held at Clayton, with well over a hundred stockmen present. Protest against the railroads' petition for a 15 per cent rate increase, the "Eat More Beef" campaign, trespassing upon live-stock driveways on the public domain, and tuberculin testing of range herds were among the matters acted upon.

On the last-named question, the committee, after hearing an outline of the proposed manner of conducting the test by Dr. Schneider, of the Bureau of Animal Industry, appointed an investigating committee, which is to report at the next session.

Beef-advertising was given vigorous support. Previous to the meeting, the association had distributed a large amount of advertising matter, in the form of personal letters and posters, throughout the state. Reports were that splendid results had been gained, and the committee resolved to further this campaign by sending to all state live-stock organizations in the West, and to the National Association, a summary of the work and its results.

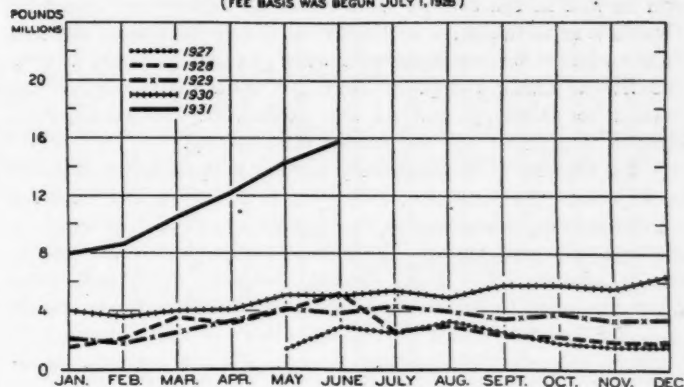
As to trespassing, Mr. Murphy, of the General Land Office at Santa Fe, assured the stockmen that, if they would co-operate in helping to stamp it out, the driveways would remain as they were.

## PROGRESS OF BEEF-GRADING

MATERIAL PROGRESS IS BEING ACHIEVED IN GOVERNMENT grading and stamping of beef. During the fiscal year ending June 30, 1931, the total quantity graded in the fifteen cities where the service is available was 103,518,300 pounds, or approximately 113 per cent more than the previous year. In the month of June alone over 15,000,000 pounds were graded and stamped, as compared with something over 4,000,000 pounds in the same month a year ago. Part of this better showing, of course, is due to the larger number of cities having the service, but at all old grading points increases have ranged from 20 to 500 per cent.

The accompanying chart shows the quantities of beef

BEEF GRADED AND STAMPED  
(FEE BASIS WAS BEGUN JULY 1, 1929)



graded during the various years since the project was inaugurated, up to the end of June, 1931.

## RETAILERS INDORSE MEAT-GRADING

INDORSEMENT OF THE "SPLENDID WORK" DONE by the Department of Agriculture in connection with the grading and classification of meats was expressed in a resolution adopted by the National Association of Retail Meat Dealers in annual convention at West Baden, Indiana, early in August. An appropriation by Congress sufficient to insure the continuation of the grading service was asked. The stamping of carcasses by packers with "brands that indicate no intelligent meaning to the consuming public or dealer" was discouraged.

## YARD TRADERS AT DENVER GO ON "STRIKE"

IN REBELLION AGAINST THE REWEIGHING charge imposed upon them by the Secretary of Agriculture in his recent order establishing a new schedule of stock-yard rates at the Denver market, speculators at that place on Monday, September 28, declared a "strike," refusing to bid on stockers and feeders arriving at the yards. As a result, consignments, with few direct buyers present (direct sales being exempt from the charge), were compelled to be held over or forwarded to other markets, at a heavy extra expense for the owners.

In justification of their act, which threw the whole marketing organization at the Denver yards into chaos, the traders pleaded that their margin is already so narrow that payment of the fee (14 cents per head in the case of cattle, 9 cents for calves, 5 cents for hogs, and 3 cents for sheep) would in many instances drive them out of business.

The order fixing the new stock-yard tariff at Denver is now before the United States District Court, which has granted a temporary injunction restraining the Secretary of Agriculture from putting it into effect. While the case is pending, the Stock Yards Company is collecting the old charges, but is under a surety bond of \$100,000 as a guarantee that the difference between the old and the new rates will be returned to shippers if the government is upheld. Similarly, the company advised traders that they would be held responsible under their bond for the collection of the reweighing fee which the company is permitted to assess, if the order is declared valid.

An appeal was immediately telegraphed to Secretary Hyde by the Denver Live Stock Exchange and other agencies,

urging him to postpone the new rates until a final settlement can be had in the courts. Later similar action was taken by Denver's representative in Congress and by Governor Adams. If the request for postponement were granted, it would relieve the Stock Yards Company from its bond guaranteeing the refund to shippers, and at the same time—temporarily at least—straighten out the trader controversy.

On October 1 the secretary named a special investigator to look into the situation, following it the next day with an announcement, addressed to the governor, that he declined to postpone the application of the new rates, which he considered equitable. The Stock Yards Company thereupon withdrew its notice to the traders that they would be held responsible for the fee, which will be absorbed by the company, at least during the fall trading season. This ended the deadlock, and the next inning is the court's.

While a speculator charge has also been announced at St. Joseph, the large number of feeders handled at Denver makes conditions at this market of particular importance. Of 505,000 head of cattle received at Denver in 1930, 290,000, or more than half, were in the stocker and feeder class.

#### YARDAGE RATES AT DENVER

**A** TEMPORARY INJUNCTION, RESTRAINING THE Secretary of Agriculture from putting into effect his recent order lowering stock-yard charges at Denver, was granted by the Federal District Court at that city on September 15. As in the St. Joseph case, the Stock Yards Company was required to post a bond for return to shippers of the difference between the old and new rates in case the order is upheld by the court. Final hearings have been set at Denver for early in November. The St. Joseph case will be argued on November 2.

#### LOWER FEED CHARGES

**F**URTHER VOLUNTARY REDUCTIONS IN FEED charges at market centers, in line with current wholesale prices on hay and grains, and corresponding more closely to what the shipper of live stock is getting for his animals, have been advocated for some time in these columns. We are pleased to learn that such reductions, in the territory in which readers of THE PRODUCER are chiefly interested, have recently been made by the stock-yard companies at St. Joseph, Sioux City, Omaha, and Chicago.

Reductions cover prairie and alfalfa hay, corn, and bedding at St. Joseph and Sioux City, prairie hay and corn at Omaha, and corn at Chicago. They range from 5 to 15 cents per hundredweight on prairie hay, 20 cents per hundredweight on alfalfa, 10 cents a bushel on corn, and 15 cents a bale on bedding. The new rates went into effect early in September.

#### DENVER YARDS NOT SUBSIDIARY OF GENERAL STOCK YARDS COMPANY

In our notice last month concerning the appeal to be taken by the Denver Stock Yards Company from the ruling of the Secretary of Agriculture in the stock-yard rate case (page 10, September PRODUCER), it was stated that that company is a subsidiary of the General Stock Yards Company. This, we learn, is not the case. While the General Stock Yards Company owns a large block of stock in the Denver yards, the latter are operated as an independent concern.

#### SEPTEMBER CROP OUTLOOK

**C**ORN PROSPECTS WERE IMPROVED DURING August in most of the area east of the Mississippi River, but were lowered in states west of the river. Taking the country as a whole, a loss of 60,000,000 bushels was recorded for the month, leaving the estimated corn crop 622,000,000 bushels ahead of last year's final figure. Minor reductions were noted for other grains, but an increase of 101,000 bales was scored by cotton. The following table shows the government's forecast of September 1 for various crops, compared with the estimates of the previous month:

	September 1	August 1
Winter wheat (bu.)....	775,180,000	775,180,000
Spring wheat (bu.)..	110,463,000	118,402,000
All wheat (bu.).....	885,643,000	893,582,000
Corn (bu.) .....	2,715,357,000	2,775,301,000
Rye (bu.) .....	36,200,000	36,233,000
Oats (bu.) .....	1,160,877,000	1,169,657,000
Barley (bu.) .....	212,000,000	221,259,000
Buckwheat (bu.) ....	10,600,000	10,396,000
Flaxseed (bu.) .....	11,769,000	13,800,000
Rice (bu.) .....	40,450,000	40,200,000
Grain sorghums (bu.)	134,400,000	124,500,000
Potatoes (bu.) .....	361,036,000	370,580,000
Sweet potatoes (bu.)	83,900,000	81,000,000
Hay, tame (tons).....	77,859,000	77,600,000
Hay, wild (tons).....	9,060,000	8,600,000
Broom corn (tons)....	47,900,000	48,500,000
Sugar-beets (tons) ....	7,130,000	7,200,000
Cotton (bales) .....	15,685,000	15,584,000

In Canada, a total wheat crop of 271,400,000 bushels is forecast, as against a harvest of 397,872,000 bushels last year. Europe, exclusive of Russia, reports a prospective yield of 1,386,000,000 bushels, compared with a production of 1,376,000,000 bushels in 1930.

#### THE CALENDAR

- October 10-18, 1931—National Dairy Exposition, St. Louis, Mo.
- October 21, 1931—Conference and Friendship Dinner of Leaders of Major Industries, New York, N. Y.
- October 24-31, 1931—Pacific International Live Stock Exposition, Portland, Ore.
- October 31-November 6, 1931—Ak-Sar-Ben Live Stock Exposition, Omaha, Neb.
- November 2-4, 1931—Junior California Live Stock and Baby Beef Show, San Francisco, Cal.
- November 5-6, 1931—Annual Convention of California Wool Growers' Association, San Francisco, Cal.
- November 9-12, 1931—Kansas National Live Stock Show, Wichita, Kan.
- November 14-21, 1931—American Royal Live Stock Show, Kansas City, Mo.
- November 28-December 5, 1931—International Live Stock Exposition, Chicago, Ill.
- December 11-12, 1931—Annual Convention of California Cattle-men's Association and Western Cattle Marketing Association, San Francisco, Cal.
- December 16-17, 1931—Annual Convention of Sheep and Goat Raisers' Association of Texas, Del Rio, Tex.
- January 11-13, 1932—Annual Convention of National Wool Growers' Association, Salt Lake City, Utah.
- January 16-23, 1932—National Western Stock Show, Denver, Colo.
- January 27-29, 1932—Thirty-fifth Annual Convention of American National Live Stock Association, San Antonio, Tex.
- February 16-17, 1932—Annual Convention of Arizona Cattle Growers' Association, Tucson, Ariz.
- February 29-March 2, 1932—Fat Stock Show, San Angelo, Tex.
- March 5-12, 1932—Southwestern Exposition and Fat Stock Show, Fort Worth, Tex.
- March 15-17, 1932—Annual Convention of Texas and Southwestern Cattle Raisers' Association, El Paso, Tex.



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## TAXATION

**D**URING THE PROSPEROUS PERIOD IMMEDIATELY following the war, little heed was paid to the mounting tax bill which every property-owner had assessed against him. Money was plentiful, and new ways to spend it were easily found by those who run our governments—local, state, and national. As the years have passed, there has been a growing demand for relief from this, now tremendous, load. We have suddenly discovered that the adage, "Everything that goes up must come down," seems to have been suspended, so far as taxes are concerned.

A little self-examination will probably disclose that we are all partly to blame. Each of us is willing and anxious to have the burden reduced, *except on some little pet scheme of his own.* The critical condition existing in Chicago today reveals the fact that no half-way measures will suffice. No single remedy will be found for our tax ills, but courageous effort to get at the seat of the trouble may point the way out.

In many parts of the country, taxes have risen to a point where they almost approach confiscation of property. Here and there slight reductions have been

made in valuations, but the pressing need of money by the various spending agencies has prevented any wholesale relief by this route. In fact, during the sessions of the legislatures in our various states last winter and spring it seemed that far more effort was devoted to finding new sources of revenue than to paring budgets and granting aid to the overburdened taxpayer.

New sources of income will have to be found, it is true, but these must be accompanied by a corresponding reduction in property taxes. Expenses of government must likewise be lowered, as the owner of property has found it necessary to cut down his own expenses.

There are altogether too many people with good incomes who pay little, if any, property tax, yet who in many cases are allowed to vote in bonding the districts in which they live for improvements of various kinds.

This important part of our population should pay its fair proportion toward the maintenance of our governments. The farmer and live-stock producer, helpless when it comes to fixing the sale price of his product, cannot pass on to the consumer a proper share of his tax burden. Some method of direct taxation is the only substitute. Obnoxious as a sales tax may seem to many people on first thought, it has proved its value in the building and maintaining of our highways. It can be made effective on many things less eligible to being listed as necessities than gasoline. State income taxes are being advocated as an alternative, but will probably prove less successful in getting support from the rank and file of those who now pay little, if any, tax than some form of sales tax.

Every taxpayer will do well to read the excerpts from a speech of J. Elmer Brock, of Kaycee, Wyoming, printed elsewhere in this issue. Mr. Brock, serious-minded and conservative business man that he is, in addressing the Wyoming Stock Growers' Association, of which he is president, points out that the place to start to reduce taxes is in your own local communities. That is where about 85 per cent of your tax bill is spent. You can hardly expect success for a general tax-reduction program until you have shown your good faith by action at home.

## LABOR'S LIVING STANDARD

**W**HILE THE FARMER PEGS ALONG ON prices the lowest in twenty years, furnishing, in many instances at a loss to himself, low-priced food to the nation, organized labor still fights any wage reduction, using the argument that America's living standard must be kept at its 1929



prosperity level, and that the workingman must spend to keep the dollar circulating. Why cannot labor admit that declining commodity prices under a stationary wage scale have really elevated its living standard?

True, a high wage level, and consequent high purchasing power of labor, are a stimulant to business. But can this elevated standard be maintained when it gets utterly out of line with farm prices, and even with commodity prices generally?

The index figure for industrial wages on June 1, 1931, stood at 207, that of wholesale commodity prices was 102, while the farm-price index had sunk to 92; the period from 1910 to 1914 being used as 100. This great gap—between industrial wages and farm prices—must be narrowed considerably before the wheels of industry and the farmer's plow can run smoothly again.

Recent figures of the Department of Labor show that since December 1, 1929, the workingman's cost of living has gone down more than 12 per cent (food prices having dropped 25.1 per cent, clothing 9 per cent, and rent 6.51 per cent), and the total pay-rolls of fourteen thousand representative concerns have decreased only 3 per cent. Cannot labor concede that fewer of the higher-valued dollars under present prices will maintain a standard that proportionately is as high as the one it pleads for? Or does labor understand that, in bringing home the bacon, the whole hog must be put into the cart?

### REDUCTION OF GRAZING FEES

**S**OUNDING THE OFFICIAL SENTIMENT IN the West on the question of reducing national-forest grazing fees, agitation for which has become widespread and insistent with the continued depression in live-stock prices and the severe drought over much of the range country, Secretary of Agriculture Hyde late in August sent a telegram to the governor and representatives in Congress of each of the public-land states, asking if they would be willing to recommend a 30 per cent cut, as demanded by the stockmen, and restating the reasons why he had hitherto disapproved any reduction of fees. These reasons may be summarized as follows:

1. The fees constitute only a small part of the production costs of live stock, averaging, for all forests, 14.5 cents a month per head of cattle and 4.4 cents for sheep. As the average cattle season is six months and the average sheep season three and one-half months, a reduction of one-third would save permittees but 29 cents per head of cattle and 5 cents per sheep.

2. Holders of forest permits enjoy many advantages over other live-stock producers, and reductions would augment these.

3. Substantial premiums are now paid for live-stock grazing permits, and the many unsuccessful applicants would gladly pay present fees, or even higher ones.

4. Payments of income from forests to counties for schools and roads, already reduced by cessation of timber sales, would be further curtailed.

5. The reduced ability of the national forests to meet administrative expenses would hamper improvements.

Of the eighty-one persons addressed, twenty-three failed to reply, eighteen were willing to leave the matter to the judgment of the department, thirteen were opposed to lowering the fees, and twenty-seven favored the reduction. This, says the secretary, "indicates that a plurality either oppose any change in the fees or feel that the matter should not be disturbed." Furthermore, he declares, about 60 per cent of the permittees have already paid their fees in full. If a reduction were granted, these permittees would be entitled to a refund, which the department, in his judgment, could not legally authorize. Hence, after full consideration, he finds that "the interests of the public would be served best by making no reduction."

The decision, it is added, will in no way interfere with the usual procedure of the Forest Service in making refunds in cases where the range, because of drought or other circumstances beyond the control of permittees, has failed to supply feed for the live stock thereon.

\* \* \*

Much criticism of the secretary's findings, and the reasoning upon which they are based, has been aroused in the states affected. A vigorous protest is voiced by Frank J. Hagenbarth, president of the National Wool Growers' Association, whose strictures may be taken as typical. Mr. Hagenbarth points out that the secretary, in mentioning the "many advantages" enjoyed by forest permittees over other producers, seems to have forgotten that these permittees are required to make "material investments in commensurate dependent lands." It is particularly unjust, too, he says, that stockmen should be asked to pay for the improvement and protection of forests, since the government is now receiving a clear profit from the fees, amounting to about two-thirds of them. As for schools and roads, in all arguments for a reduction, he maintains, stockmen have constantly stressed their willingness to continue present payments for these purposes, as long as they are able. He adds that there never has been any general acceptance by stockmen of Secretary Jardine's decision of 1927, which was imposed upon them against their better judgment, but with the understanding that, in just such emergencies as the present, grazing fees would be adjusted to meet the situation.

\* \* \*

In this controversy, THE PRODUCER shall confine itself to calling attention to the important clause in Secretary Hyde's statement, affirming that the practice of granting refunds in individual cases, as circumstances may dictate, will be continued. Wherever the forest, for one reason or another, has failed to "deliver," proper allowance will be made on application to the local supervisor. It should also be noted that, where conditions warrant, the grazing season may be extended beyond the usual period. A liberal policy in dealing with these matters will go a long way in alleviating individual hardships.

It may very well be that the solution advanced by Secretary Jardine in Salt Lake City in 1927, and received without enthusiasm at the time, is not the best that could have been devised. Perhaps the rules by which the Forest Service has been proceeding are too inelastic to adapt themselves readily to varying conditions. It may have been just such a situation as the present which Mr. Jardine had in mind when he suggested that an effort be made, in future adjustments, to relate grazing fees to the market value of live stock, as proposed in the Casement report. On the other hand, if the whole subject of forest fees is opened up again, and Congress is given a chance to define by law what is now largely a matter of discretion on the part of bureau officials, there is danger that such flexibility as the regulations at present possess may be smothered under the glaze of legal phraseology. Moreover, the additional peril should not be lost sight of that eastern representatives, who have the votes, may again insist that the West in this matter has been getting more than it was entitled to, and proceed to take away from it the little that it has. In that case we should, indeed, have got from the frying-pan into the fire.

### COMMISSION MEN AND THE FARM BOARD

**R**ESENTMENT ON THE PART OF OLD-LINE commission firms against the Federal Farm Board and all its doings, smoldering for a long time, burst into full flame last month when the St. Louis Live Stock Exchange adopted a resolution calling for repeal of the Agricultural Marketing Act at the next session of Congress, an immediate audit of the books of the board, "to enable taxpayers to know whether it is solvent," and prompt liquidation of its business, except that the wheat and cotton owned by it be held "until such times as the wheat can be sold at \$1 a bushel and the cotton at 16 cents a pound."

As an expression of sentiment, this is interesting. It was at St. Louis, our readers will recall, that

charges of boycotting practices against co-operatives organized under the Agricultural Marketing Act were brought by the Secretary of Agriculture—a case now on its way to the Supreme Court for a test of the constitutionality of the act. Evidently the exchange lacks confidence in a favorable decision, since request is now made for congressional annulment.

In the lengthy preamble to the resolution certain statements are made which are notable more for their vigor than for their logic. As an example, it is declared that "the Farm Board's efforts to destroy live-stock markets and to disorganize the ordinary channels of business are primarily responsible for the depression in prices of farm products that threatens the stability of the government." That is rather an ambitious bite; but it simplifies the problem wonderfully, both as an explanation of the economic slough in which we are mired and as to what is the matter with Washington.

Further we read:

The American farmers are carefully guarding their inalienable right to market their cattle, hogs, and sheep when, how, and where they choose, as is fully proved by the fact that four-fifths of all the live stock sold on the terminal markets of the United States is marketed through exchange-regulated agencies. . . . The American live-stock farmers do not want any government agent or official to tell them how they shall market their live stock.

In passing, we cannot refrain from observing that this language is strangely reminiscent of the arguments advanced a few years ago by THE PRODUCER, among others, against the effort of live-stock exchanges by law to prevent direct selling to packers, and we must congratulate the exchanges on their belated recognition of a fundamental principle. However, as no one proposes to compel shipment through co-operatives, this is rather a fight against wind-mills. And if fourth-fifths of shippers resent the attempt of government officials to entice them away from their traditional moorings and stick to their old friends, what is all the to-do about?

The policies of the board are not only aligning sections of our country into warring elements, but are also splitting the ranks of the farmers themselves into bitterly contesting factions.

This solicitude for the peace of the countryside is one of the moss-grown objections to every reform. Naturally, the possessor of any privilege desires to be let alone. Quite as naturally, amputation of any abnormal growth that may have developed causes a certain amount of disturbance while the process is going on. But this is the cost of progress. If the principle of co-operation is sound, opposition by those whom it replaces, or forces to alter outworn practices, will not forever be suffered to obstruct its path.

The Agricultural Marketing Act and the Federal



Farm Board were the result of a realization that, if agriculture were successfully to meet new conditions, it would have to modify its course. Whether we like it or not, world evolution is swinging away from individualism and entering the era of combination. If the act were repealed tomorrow, who doubts that there at once would spring into existence an overwhelming and irresistible demand for something else in the line of organized co-operation to take its place?

As for the old-style commission agencies, represented in their exchanges, the only way that we can see for them to hold the four-fifths of the market patronage of which they are boasting, at the same time that they shiver at the thought of losing it, is through competition in service. Eventually the livestock trade, like any other, will gravitate toward those who handle it to the best advantage. Indignation at "government interference with private business" will not get anybody very far in this age. A new deal is being called for—a new outlook, where only he who proves his fitness by meeting situations as they arise will be able to survive.

### BUSINESS-GETTING EXPENSES OF MARKET AGENCIES

ONE OF THE FACTORS DETERMINING the size of commission fees at live-stock markets is the expense incurred in connection with advertising. The business, as everybody knows, is highly competitive. Excessive numbers of those engaged in it naturally tend to make the rivalry keener. How to hold, and if possible increase, its volume of trade thus becomes an important problem with each firm. The amount set aside for the purpose of convincing customers of the superiority of the service offered varies with individual houses, but in the aggregate is considerable. And, of course, the shipper pays. In the words of Acting Secretary of Agriculture R. W. Dunlap, in his recent order establishing what are deemed "reasonable" rates at the Sioux City market: "Every shipper is paying to have himself persuaded to send his live stock to one commission firm rather than to another which, presumably, can serve him as well."

How much is being spent for this purpose of getting business is realized by few producers. At Sioux City, according to the investigation by the Department of Agriculture upon which the above-mentioned order is based, the following amounts were disbursed for advertising in 1929:

#### Cattle and Calves—

- 2 firms spent less than 50 cents per car.
- 1 firm spent from 50 cents to \$1 per car.
- 2 firms spent from \$1.50 to \$2 per car.
- 2 firms spent from \$2 to \$2.50 per car.
- 7 firms spent from \$2.50 to \$3 per car.

- 2 firms spent from \$3 to \$3.50 per car.
- 7 firms spent from \$3.50 to \$4 per car.
- 6 firms spent above \$4 per car.

#### Hogs—

- 1 firm spent less than 50 cents per car.
- 1 firm spent from 50 cents to \$1 per car.
- 3 firms spent from \$1 to \$1.50 per car.
- 5 firms spent from \$1.50 to \$2 per car.
- 6 firms spent from \$2 to \$2.50 per car.
- 5 firms spent from \$2.50 to \$3 per car.
- 3 firms spent from \$3 to \$3.50 per car.
- 4 firms spent from \$3.50 to \$4 per car.
- 2 firms spent above \$5 per car.

#### Sheep—

- 1 firm spent from 50 cents to \$1 per car.
- 2 firms spent from \$1.50 to \$2 per car.
- 3 firms spent from \$2 to \$2.50 per car.
- 5 firms spent from \$2.50 to \$3 per car.
- 5 firms spent from \$3 to \$3.50 per car.
- 2 firms spent from \$3.50 to \$4 per car.
- 5 firms spent from \$4 to \$4.50 per car.
- 2 firms spent from \$4.50 to \$5 per car.
- 1 firm spent from \$5 to \$5.50 per car.
- 3 firms spent above \$6 per car.

This, we are told, represented a range of approximately 3 per cent of the total income from commissions in the case of one firm to about 25 per cent in the case of another. For the market as a whole the advertising outlay averaged about 17 per cent of gross commissions. The total sum spent for this purpose was over \$200,000, or around \$2.75 per car. If part of the salaries of owners and employees who solicit trade in the country be included, the aggregate amounted to between 20 and 25 per cent.

"Reasonable" costs of business-getting and business maintenance are prescribed in the order at not to exceed 10 per cent of total "reasonable" costs of doing business, or \$1.50 per car for cattle and calves, \$1.25 for hogs, and \$1.50 for sheep. Considering the benefit derived by shippers from this extra "service," we should say that that is liberal enough.

### TRADER CHARGE AT DENVER

IN THE MUDDLE CREATED AT THE DENVER stock-yards through the refusal of speculators to bid on feeder cattle under the new rules imposing a fee of 14 cents a head for the reweighing service, which went into effect on September 28, it appears to THE PRODUCER that the course pursued by the traders was rather short-sighted. By throwing a monkey-wrench into the marketing machinery, in their endeavor to gain their point, weren't they in danger of overshooting the mark and defeating their own end? In the last analysis, all market agencies are dependent upon the good-will of producers for their existence. Causing the shipper unnecessary trouble and expense will only tend to alienate this good-will and give impetus to such movements as may be devised for revolutionizing the whole marketing system.

Aside from this, it should not be forgotten that



producers, during the many years it took them to get the Packers and Stock-Yards Act on the statute-books, were fighting for a principle. Now, when the fruits of their hard-won victory are beginning to be garnered, they will not be disposed, without another struggle, to give up the gains they have made.

One of the main objects of the act was to correct obsolete practices and unfair rates of which shippers had been the victims. While yardage charges have remained at the war peak, prices to the producer have sunk to pre-war levels. Some measure of reasonable relationship should be fixed between the two, and maintained by the only impartial instrumentality that we have for this purpose—the government. The imposition of a fee upon speculators for the services which are rendered them was one of the means to that end. It is in itself equitable—why shouldn't they pay for what they get? Furthermore, through division of the loss resulting from a reduction of the charges, it is made possible to lower these to a point that will really mean something to those benefited. By stirring up a cloud of dust, and injecting all sorts of extraneous elements into the case, the traders are only trying to befog the real issue.

What the commission men and the stock-yard companies have done, the traders ought to do—leave the matter to the courts. Back of the local courts is the Supreme Court of the United States. If the charge is unjust or excessive, the courts presumably will so determine. And while the case is being litigated the fee is suspended.

Eventually a trader charge will be established at all markets, and those speculators who continue to rebel may end by finding themselves in the same position as so many before them who have used the strike as a weapon. One result of such purblind course that may be foreseen will be the perfecting of the mechanism of direct buying.

No doubt Secretary Hyde was impelled to refuse to submit to the importunities directed at him from so many quarters by the following considerations: First, the matter is now in court, and any modification of his order would adversely affect the position of the government in the suit; secondly, stock-yard cases are pending at other markets, and any action taken at Denver would be in the nature of establishing a precedent; thirdly, in fairness to the Stock Yards Company, no change in the effective date of the 14-cent fee could be made without likewise altering the effective date of the other yardage rates. Too much time has already been lost to permit any further delay in the entire proceeding.

We venture to express the hope that the traders will recognize it as the part of wisdom to reconsider their action and quietly accept the situation, after the court has spoken, in the interest of themselves,

the shipper, and the market. The expediency resorted to by the Stock Yards Company is only a temporary way out. A permanent solution will have to be sought along other lines.

## RAILROAD PUSHES SALE OF BEEF

**W**HILE STOCKMEN AND RAILROADS probably will never cease to oppose one another on the issue of rates, in other matters they have discovered that they have much in common. Together they are suffering from the tremendous tax burdens under which all industry is staggering. They have found many ways to co-operate to improve the service.

Now comes B. H. Taylor, vice-president of the Denver & Rio Grande Western Railroad Company, with a plan to push the slogan "Eat More Beef—It's Healthful;" to display beef posters in conspicuous places in freight and passenger stations, offices, lunch-rooms, etc.; to feature beef orders prominently on special a la carte menus for the next three months; and to have dining-car stewards recommend meat dishes wherever practical.

More power to him! May there be more of his kind! The railroads can do much to stimulate consumption of beef by keeping prices at as low levels as dining-car costs will permit. The traveling public will welcome this campaign. They like beef, and pass it up only when prices are too high. THE PRODUCER predicts that the lunch counters will suffer in proportion to the effort of the railroads to supply well-balanced meals in their dining-cars at reasonable prices.

Herd Bulls

Range Bulls

PURE-BRED HEREFORD  
CATTLE

PERRY PARK  
RANCH

LARKSPUR, COLORADO

R. P. Lamont, Jr.  
Owner

# THE STOCKMEN'S EXCHANGE

## GROWTH IN CANNED-MEAT IMPORTS

CHICAGO, ILL., September 16, 1931.

TO THE PRODUCER:

Relative to the increase in importations of canned meats from South America, about which you inquire in a recent letter, I have talked with officials of our Foreign Department, and they inform me that imports so far this year are well under those of a year ago. They say that the increase in May-June over February, March, and April is the normal seasonal increase. Most of the beef is canned from March into June, and it begins to show increased movement in the trade about a month after the manufacturing increase occurs. It is normal for our imports to be at relatively peak levels at this time, but we are now right at the time when the imports will break.

Some of the statistics which I am able to lay my hands on quickly may be of interest. For the month of July, 1930, total imports of canned meats from South America were 2,875,328 pounds; for July of this year the total was just about half—1,435,731 pounds.

For the first seven months of the year, up to August 1, total imports during 1930 were 44,311,885 pounds, while for the corresponding period of 1931 they were less than one-fourth as great, or 10,198,394 pounds.

Perhaps the following figures on importations (in pounds) of extract of beef would be of interest:

	1930	1931
July .....	42,527	39,654
January-July .....	262,271	211,501

With regard to the reason for as much canned beef coming in as this season has shown, in spite of the price decline in our domestic market, it is believed that the principal cause lies in the exchange situation. In Argentina and Uruguay their currency is worth only a little over half of normal. As a result, when the 6 cents is subtracted from the United States price, there is apparently a fair amount left for the Uruguayan and Argentine producer. We believe this situation will be temporary, however, and that the statement which you quote, that a 6-cent tariff will practically preclude the introduction of South American canned beef, is quite correct for normal times.

EDWARD N. WENTWORTH,  
Director, Armour's Live Stock Bureau.

\* \* \*

[In view of the concern felt by producers in this country over the recent growth in imports of canned meats from South America, with the low prices prevailing on domestic canners, it is gratifying to learn from Mr. Wentworth's letter that the increase is held to be essentially seasonal, as well as in some measure due to exchange conditions. If this theory is correct, the situation in time should right itself.—EDITOR.]

## TARIFF AND COMMISSION RATES

SAN DIEGO, CAL., September 15, 1931.

TO THE PRODUCER:

I suppose we have tariff enough now to last us eighteen months, or until the end of this administration. We shall then have a new deal, no matter which of the old parties comes into power. Both parties will want a revision, and they will be so evenly divided that the Progressives will hold the balance of power; so we will turn the tariff over to these unbroken mavericks whom no man can tame or ride or tell what party they belong to. The country will be upset again, and we shall have another seventeen months of waiting and wrangling over the thousands of articles to be imported, while labor remains idle.

I was interested in reading the account of the different conventions of cattlemen, beginning in Dakota and Nebraska. I see that they show symptoms of regaining their common-sense and sanity when they demand of the Secretary of Agriculture that he hurry up his decision as to the rates which the live-stock commission men and the stock-yards are to receive for their services to the producer. I am wondering who gave the secretary the power to tell free-born American citizens what they shall charge for their services in a business that they have established for themselves. I should further like to know how he can force commission men to deal with producer corporations that come to the stock-yards and upset all the rules of the established corporations which have been doing business for more than forty years. Can the producers change all the rules, by-laws, and well-established customs of the live-stock exchange?

How can the secretary loan producers millions of dollars to beat commission men out of their business? Are there any laws, in this free and independent America, that will uphold such actions? I do not think the stockmen of the United States want the secretary to ruin the business of the commission men, who have worked all their lives to help make a market where they, the stockmen, can ship their stock, and have it sold by honest and upright men under open, free, and competitive conditions.

No one or two large corporations, with only a few salesmen, can sell and handle one hundred cars of live stock so well as a large number of small companies. There are only seven hours of the day when stock can be sold, and it is impossible for these large co-operatives to feed, water, sort, and show to sell a large number of cars of stock of all kinds so well as forty different firms can do the work.

I have read the brief in the case between the Secretary of Agriculture and the St. Louis Live Stock Exchange. I do not think the courts will sustain the secretary in this action. He is assuming too much authority, and has no right to force men to obey his decrees. His position is all wrong, and no free man will obey his orders.

JAMES H. CAMPBELL.



# WHAT THE GOVERNMENT IS DOING

## FEDERAL FARM BOARD

**SALE OF 7,500,000 BUSHEL OF WHEAT TO AN** organization of leading grain-dealers in Germany was announced last month by the Grain Stabilization Corporation. The purchase price was based on current market quotations. Obligations of the purchaser, bearing  $4\frac{1}{2}$  per cent interest, and with payment guaranteed by the German government, will mature on December 31, 1934. Delivery will be made at the rate of 833,333 bushels a month, and American ships will be given preference in transporting the wheat.

Negotiations with the Chinese government for the sale of 15,000,000 bushels of wheat have likewise been concluded. With the 25,000,000 bushels exchanged with Brazil for coffee, as reported last month, a total of 47,500,000 bushels of Farm Board wheat has thus been disposed of since July 1, leaving the holdings of the board at something like 200,000,000 bushels.

\* \* \*

A plan for curtailing the 1932 wheat production, originating in Walla Walla, Washington, was rejected by the Farm Board last month after extended conferences. In effect, the plan contemplated giving wheat-growers throughout the United States an option to purchase their wheat from the Grain Stabilization Corporation at a price that would be less than the cost of raising it, against which growers would agree to reduce their plantings for 1932 in an amount which, with normal yields, would equal the amount optioned to them. In disapproving of this plan, C. B. Denman, acting chairman of the board, said that, in the opinion of the board, it was not likely to work to the advantage of wheat-producers, and that, furthermore, the terms of the Agricultural Marketing Act did not authorize the board in taking any such step.

\* \* \*

Following the action of the Legislature of Louisiana in voting to take a year's holiday from cotton-planting, on the condition that states representing at least 75 per cent of the annual production took similar steps, the lawmaking body of Texas last month passed a bill, which was signed by the governor, providing for the limitation of the area planted to cotton during the next two years to 30 per cent of all the land under cultivation for all crops in 1931. A few days later the General Assembly of South Carolina adopted a measure along the same lines as the Louisiana law, and containing the same proviso.

\* \* \*

A resolution authorizing application for membership in the National Live Stock Marketing Association was passed at a meeting of the Board of Directors of the Eastern Live Stock Co-operative Marketing Association in Washington last month. This organization was recently formed under the laws of Maryland. Its membership comprises eight eastern states,

with Thomas B. Glascock, of Upperville, Virginia, as president, and Ross H. Tuckwiller, of Lewisburg, West Virginia, as secretary. Selling agencies will be operated at the stock-yards of Baltimore, Jersey City, and Lancaster, Pennsylvania.

Granting of membership to this organization will give the National Live Stock Marketing Association twenty-one subsidiaries, covering every section of the United States.

\* \* \*

The Farm Board announces that it is ready to finance the Texas mohair industry on a co-operative basis. Ninety per cent of producers, it is declared, have signified their willingness to enter into a new contract for marketing through the National Wool Marketing Association.

## MARKET NEWS EXTENDED TO WESTERN STATES

**A** LIVE-STOCK MARKET NEWS OFFICE AS A PART of the federal service was opened at Casper, Wyoming, September 14, to collect and distribute information on the direct marketing of Wyoming sheep and lambs. A branch of the federal leased wire system operated by the Bureau of Agricultural Economics will carry reports from the principal live-stock markets into this office, to be distributed through Wyoming and surrounding territory.

A further expansion of the service to the mountain states is being made through the office at Ogden, Utah, with which the leased wire system has been connected. The federal bureau, in co-operation with the California Department of Agriculture, will also collect and distribute information on direct marketing in that state.

"I surely like to read THE PRODUCER."—T. D. OGDEN, Maxwell, Neb.



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# OUR TRAFFIC PROBLEMS

## TRAFFIC AND TRANSPORTATION

BY CHARLES E. BLAINE

*Traffic Counsel, American National Live Stock Association*

### Decisions of Interstate Commerce Commission

**NO. 17,000, PART 9, LIVE STOCK—WESTERN DISTRICT RATES** (reported in the August and September PRODUCER): The new rates are scheduled to become effective October 27, 1931 [effective date postponed by commission until January 25, 1932]. However, various live-stock interests have filed petitions for reopening, reconsideration, and modification of the order. Among these interests may be mentioned the states of Iowa and Kansas, the Interior Iowa Packers, the Texas and Southwestern Cattle Raisers' Association, the Highland Hereford Breeders' Association, the Panhandle Live Stock Association, the Sheep and Goat Raisers' Association of Texas, the El Paso Freight Bureau, and the Oklahoma City Live Stock Exchange. The commission, on September 11, entered its further order in this proceeding, to the effect that "the requirements of said order of June 8, 1931, shall not be applied on narrow-gauge lines of railroad." The states of South Dakota and Idaho have issued orders in this proceeding, following in the main the interstate decision, particularly as to rate scales, except that the Idaho commission's order is not in accordance with the Interstate Commerce Commission's decision on feeder stock. This subject is being further handled with the Idaho commission.

**No. 4555 (Finance):** The Interstate Commerce Commission, in a supplemental report in this docket, has authorized the Denver & Salt Lake Western Railroad to construct the so-called "Dotsero Cut-Off" in Colorado, because the railroad has complied with the condition laid down in the prior report (154 I. C. C. 51), and agreed to allow the Denver & Rio Grande Western to operate over the cut-off and over the Denver & Salt Lake Railroad between Orestod and Utah Junction, Colorado.

**No. 23,302, Standard Packing Co. et al. v. Union Pacific et al.:** The commission has found unreasonable the rates on sheep, in double-deck carloads, from points in Utah, Idaho, Montana, and Wyoming to Los Angeles, and awarded reparation to the basis of the so-called "Cactus Scale" (reported 81 I. C. C. 115), modified as to the rate of progression and as to minimum weights.

**No. 8256 (Finance)—Oregon-Washington Railroad & Navigation Co. Abandonment:** The commission has conditionally authorized this line and the Oregon Short Line Railroad Co., lessee, to abandon that part of its railroad called the Homestead Branch, extending from Robinette to Homestead (24.79 miles), in Baker County, Oregon.

### Formal Cases Pending before Commission

**Ex Parte No. 103—In the Matter of Increases in Freight Rates and Charges** (carriers' application for 15 per cent increase): The testimony in this case has been completed, briefs

have been filed, and oral argument has been held. The overwhelming bulk of the testimony of shipping interests was vigorously in opposition to the proposed, or any, increase in freight rates, particularly at this time. The case was begun July 15 last, and since that time has received practically the undivided attention of the commission. Hearings were held in various parts of the United States. The commission attempted to avoid duplicate testimony, so far as possible. Nevertheless, a voluminous record was made. The American National Live Stock Association put in its testimony at the San Francisco and Salt Lake City hearings, and, of course, at the oral argument at Washington, D. C. A decision in this case is expected early in October.

**Ex Parte No. 103—Investigation of Certain Practices of Carriers by Railroad** (reported in the August PRODUCER): The Interstate Commerce Commission in Part 4 of this investigation has sent out a questionnaire to all railroads, calling for information as to the number of employees, salaries, and expenses of off-line agencies maintained by them, including offices in foreign countries, the necessity for and the purpose of such off-line agencies. In Part 5 it has issued a questionnaire seeking information as to the carriers' practices in the operation of private freight-cars.

### Formal Complaint Filed

**Chiricahua Ranches Co. v. S. P. Co.:** Assails intrastate rates on feeder cattle, in carloads, from Inyokern to Brawley, California. It not only alleges that the rate of \$92 per car assessed is unreasonable, but also attacks the two branch-line arbitrary charges of \$3.50 each per car. A reasonable rate and reparation is sought.

### Court Decision

**No. 40, S. W. Rep. (2d) 949, St. Louis, B. & M. Ry. Co. v. Murray:** The Court of Civil Appeals of Texas (Austin) holds that a carrier misrouting a shipment of live stock, contrary to shipper's instructions, is guilty of misfeasance and liable for loss occurring by reason thereof.

### Freight Bureau Dockets

**Trans-Continental Freight Bureau Docket No. 12,847 (Carrier)—Transportation of Attendants in Charge of Live-Stock Shipments Where More Than One Contract Is Issued:** Proposal to amend Item 525 of Live-Stock Tariff 36-C (I. C. C. No. 1269) by incorporating a provision reading substantially as follows: "The number of attendants allowed free transportation . . . is determined by the number of cars offered for shipment by the same owner to the same destination when leaving point of origin on the same train over the same route to destination, regardless of the number of bills of lading issued. For the purpose of these rules, the ownership of the live stock is determined when the stock is offered for shipment, in accordance with written statement filed, . . . and not by terms of bills of lading or live-stock contract."

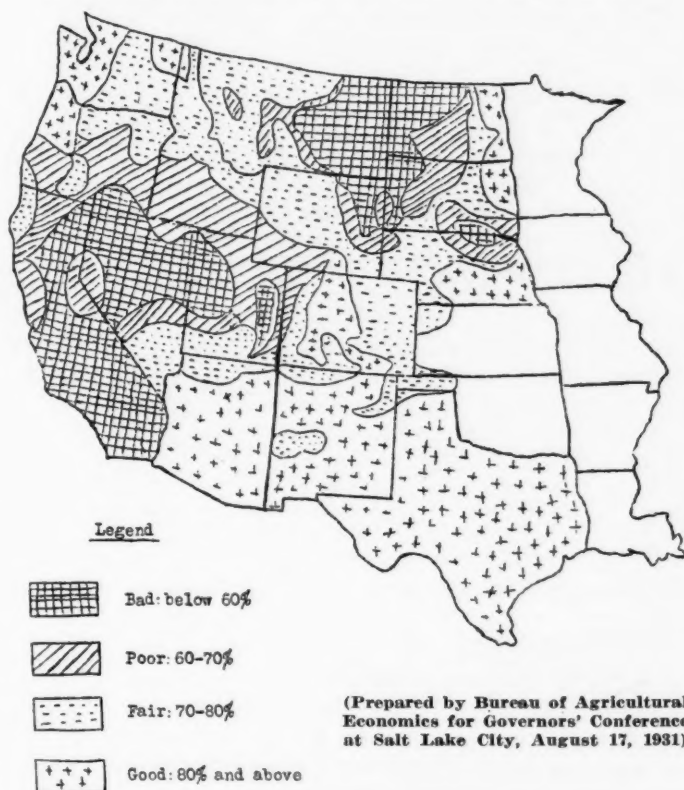


Western Trunk-Line Docket No. 635-R—Rules Governing Attendants in Charge of Live Stock between Points in Western Trunk-Line Territory: Present rules only provide for transportation one way from point of origin to destination on one car of live stock, except that, where the distance involved is 200 miles or less, free return transportation is also authorized. It is proposed to amend rules by providing transportation to destination and return on one car of live stock between all points on the Wabash Railway.

#### Drought Relief

In the September PRODUCER we commented on the subject of drought-relief rates. Since that time we have received tariffs from several individual lines according emergency rates on stock shipped out of certain drought areas to better feeding

CONDITION OF RANGES AND PASTURES AUGUST 1, 1931



grounds, and reduced rates on feed from available near-by points of production into the stricken areas. The relief given so far, however, from the information in our possession, has been only in certain minor instances, and apparently is far from adequately covering the situation. Likewise, there appears to be considerable confusion as to the proposed relief to be granted in the different sections. This office is vigorously handling the subject with the railroads for prompt and adequate relief.

#### Miscellaneous

On September 14 the Great Northern Railway Company completed its line southward from Klamath Falls to Beiber, California. The Western Pacific is building its line northward to connect with the Great Northern at Beiber, which will give the Hill System a direct rail highway to San Francisco. It is expected that the Western Pacific extension will be completed in November. The new line will give another direct route between California and the northern tier of states between the Great Lakes and the Pacific Ocean. It also will provide

for direct competitive north-and-south rail facilities for the territory between the Mexican border and the Canadian boundary. This extension of rail facilities is in line with the commission's decision reported in 166 I. C. C. 3.

Effective August 31, the southwestern carriers proposed to increase the rates on dry cattle hides from El Paso, Texas, and intermediate New Mexico points to eastern destinations. The increase was promptly protested by the American National Live Stock Association, along with other interests, and the carriers withdrew the proposed increased rates. In so doing, however, they stated that such action was taken only on account of an erroneous compilation of the tariff, and that a similar revision will be published to become effective upon a later date. We understand that this further revision also contemplates, not only rates to markets east of the Mississippi River, but also those to Kansas City, St. Louis, Chicago, and other mid-western markets. Obviously any such proposal should be resisted vigorously.

#### RIO GRANDE SEEKS ADVANCE IN RATES

RATES ON INTRASTATE SHIPMENTS OF LIVE stock from 10 to 15 per cent higher than those prescribed by the Interstate Commerce Commission for the Mountain-Pacific Territory are being sought by the Denver & Rio Grande Western Railroad in a petition filed with the Public Utilities Commission of the State of Colorado. The increase would be effective from points non-competitive with other lines, with further arbitraries added on stock carried over the narrow-gauge lines of the road.

In hearings at Denver last month, representatives of the railroad held that the proposed increase was justified under the recent decision of the Interstate Commerce Commission in the western live-stock rate case (Docket No. 17,000, Part 9), which left it to the roads to bring action before the utilities commissions of the various states. The advance was declared to be a financial necessity, as expensive mountain hauls made the operation of the road unprofitable.

For producers appeared H. W. Prickett, rate expert of Salt Lake City, in the character of general counsel, opposing the petition on the ground that stockmen in these times were unable to bear any additional burden. It was the duty of the Colorado commission, he said, to protect the interests of the live-stock shippers of the state, recognizing the difference in conditions that existed in May, 1928, when the record in Docket No. 17,000 was closed, and those prevailing today. He was supported by Dr. B. F. Davis, secretary-manager of the Colorado Stock Growers' and Feeders' Association; Harry B. Tipton and Elmer A. Headlee, for the San Luis Valley Cattlemen's Association; Robert E. Sellers, president of the Colorado Wool Growers' Association; Neil Andrews, president of the Gunnison County Cattlemen's Association; C. W. Beach, for the Arkansas Valley Sheep Feeders' Association; Walter S. Marriott, secretary of the Pueblo County Stock Growers' Association; T. E. Howard, for the Colorado Farmers' Union; R. M. Cessna, for the Colorado State Grange; C. N. Arnett, president of the Intermountain Live Stock Marketing Association; and L. M. Pexton, for the Denver Live Stock Exchange and Union Stock Yards Company. F. E. Mollin, secretary of the American National Live Stock Association, testified for that organization.

At the close of the hearings it was announced that each side would be given thirty days in which to file briefs.

When you have finished reading this, show it to your neighbor.



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# THE MARKETS

## LIVE-STOCK MARKET IN SEPTEMBER

BY JAMES E. POOLE

CHICAGO, ILL., October 1, 1931.

BACK IN 1918, WHEN J. OGDEN ARMOUR WAS going strong in finance and industry, a certain coterie of editors began making dirty cracks at the big packer group. As a conciliatory measure, Armour invited the recalcitrants to Chicago, escorted them over the plant in person, and at a Lucullian feast subsequently, within the luxuriously caparisoned precincts of the Saddle and Sirloin Club, tendered an olive branch to each in the acceptable form of a fat advertising contract. This appeased the critical editorial attitude to the point of elimination, but W. R. Meredith maintained a semblance of inquisitiveness concerning trade practices by propounding to Armour a somewhat hypothetical question as to the reasons for violent price fluctuations in the live-stock market. "That's easy! Tell him, Arthur!" responded Armour, snapping his thumb and finger at his personally imposing lieutenant, Meeker. "Nothing mysterious about it, Mr. Meredith," said the latter. "When we have too much live stock at the market, and cannot handle it conveniently, prices drop; but when scarcity comes around and we need the stuff, prices go up." To the advertising-contract-fondling editors the explanation was apparently satisfactory. Meanwhile, both Armour and Meeker have disappeared; many of the congregated editors, and even their publications, have been eliminated; but the philosophy uncorked by the packer on that occasion holds good.

### Shippers in Part Responsible for Market Vagaries

All this may appear extraneous, but is given as an explanation of the highly erratic course of the cattle market currently. Just why a carload of steers should be worth \$1 per cwt., or approximately \$1,500, more or less from week to week is enigmatical to the average man, provoking the victim of breaks to earnest and not illogical profanity. Part of the blame, however, must be shouldered by the country, which adheres to the doubtful policy of loading on bulges, while holding back on breaks. Such eccentricity is somewhat illuminating, however, dispelling popular illusion that the market course is invariably downward. During periods of deflation, such is the case, but interruptions are frequent and often violent. If it were possible to regulate supply to demand, a reasonable measure of price stabilization might be instituted; but demand is an even more illusive factor than supply. Even if weather and temperature conditions could be predetermined, price stabilization would remain a dream of the iridescent type.

### High Temperatures a Price-Depressing Factor

For one thing, a high-temperated September did cattle prices no good. So intense was heat over prolonged periods that women flat-dwellers quit cooking. Even in restaurant circles, consumers went to cold-meat sandwiches, pie a la mode, peaches, and melons. Cafeterias were neglected, to the advantage of drug-store soda counters, which have supplanted the pre-Volstead free-lunch bars. Whatever may have been the causes, beef accumulated in coolers while thermometers

were overworked, the cattle market lapsing into a state of coma temporarily. Came a cool spell, as the scenario-writers put it, and the cattle market came to life overnight, a previous decline of \$1 per cwt. or more being effaced almost instantaneously. This explanation is somewhat more verbose than Meeker's, but it throws what has happened recently into the spotlight. Feeders contributed to price-movement eccentricity by scrambling to land on the bulges—usually an illusive pursuit.

### Beef Suffering from Competition of Cheaper Meats

This much may be said commendatory of the cattle market: It manifests a come-back capacity, while the course of security, grain, and the great majority of commodity values has been steadily downward. A \$9 to \$10 trade in corn-fed steers of all weights, from yearlings to elephantine bullocks, is not a bad record in this strenuous and somewhat depressed period, a few specialties selling above the \$10 mark. On the other hand, grass cattle have been without a dependable market, thousands of steers of that character trooping over the scales at prices ranging from \$4 to \$6.50 per cwt. The why and wherefore of this at a time when it is reasonable to assume that economy would dictate using low-price product may be figured out. With the exception of occasional excess supplies of fed cattle, no surplus of finished beef has found its way to market, while every stock-yard in the country has been congested with bovine mediocrity and trash. The element able to purchase good beef is considerable, even if such beef is a luxury in a relative sense; but the masses, under stress of enforced economy, have swung to cheaper foods—pork, lamb and even a modicum of mutton, fish, and poultry. Sales drives of cured-hog product put beef at a decided disadvantage, while fresh pork, always standard in quality, has also been relatively, if not actually, cheap. By the time the product of grass cattle has been processed, wholesaled, jobbed, and passed along to the ultimate consumer over the retailer's block, it is by no means cheap, a somewhat fastidious public giving preference to competing meats. There is a direct rela-

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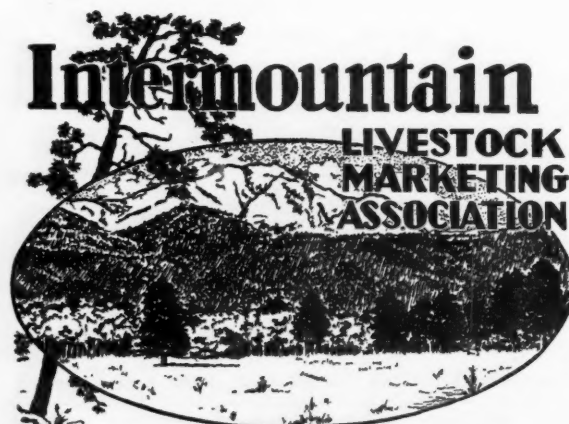
## Beyond the Experimental Stage

OF THE eighteen central-market agencies that form the network of a country-wide system of live-stock marketing, with the National Live Stock Marketing Association at its apex, eleven are now handling greater volumes of business than any other firm on their respective markets—volumes built on superior services rendered by the individual agencies. Co-operation in marketing is established. It is no longer an experiment. Its place on the nation's markets is permanent.

The Intermountain Live Stock Marketing Association is a part of this organization—owned and controlled by producers and feeders. In its first year of operation it has built on the Denver Market and for direct sales from range to feed-lot a substantial and efficient buying and selling agency. Its position in the national system broadens these facilities and provides a wide outlet for feeder and stocker animals.

Through co-operation of feeders and rangemen, the Intermountain now offers ample credit facilities at low interest rates under a policy that has proved to be profoundly sound. During the last year—one of the most trying in the history of the live-stock industry—the Intermountain has not had a dollar of credit loss.

Ship to the Intermountain. The marketing and credit services of this association are at your command. More than that—the utility of all the member agencies of the National is yours.



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LIVESTOCK  
MARKETING  
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**Union Stock Yards**  
DENVER, COLORADO

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tionship between slow-selling grass beef and the excellent product of lambs costing \$6 per cwt. live and \$13 per cwt. dressed. Ham has cost less than at any time since the Hoover Food Administration edited price-lists, and the fish-vendor has not been asleep. The fact that the beef-raiser does not get a square deal at the hands of those discharging the function of distributing his product will not be seriously disputed by anyone conversant with trade practices; and this does not mean the packer or killer, as wholesale prices have been in line with live-cattle cost at all times. It is a far cry from a choice yearling carcass costing \$18 per cwt. in the packer's cooler, and a dining-car steak for which the purchaser is soaked to the tune of \$1.50, and even then gets more exercise than sustenance out of his investment.

### Making Heavy Cattle Always a Gamble

Although yearlings have not slipped with respect to popularity, big cattle have done a more creditable performance since Nebraska "shot its wad," actually taking the premium in September, when that type made \$10.20 on the Chicago market. Of course, they had to be "good" to do it, plain and rough types taking severe penalties; but on several occasions there were not enough steers weighing 1,300 to 1,500 pounds to go around, which explained the appreciation. A drove of 1,660-pound steers that realized \$9.65 on the high spot in September figured in the capacity of grand champions at the Omaha show last fall, the owner stating that it was his first opportunity to get out without a losing break. The September rise enabled feeders to unload a considerable number of big steers at a range of \$9.25 to \$10 per cwt., indicating that Boston Irish and New York Jews still appreciate qualified beef. Making such cattle is, however, a desperate gamble, tantamount to betting on long-shot horses or subdividing real estate. Late in September—on Monday the 21st, to be exact—a North Dakota man landed in the Chicago market with a load of steers, weighing about a ton, that had been grand champions at the North Dakota State Fair. They were loaded to the music of a band and got an ornate write-up in the local paper, but at the end of the week had not elicited a single bid. "Boys," pleaded the owner to the reporters, "don't say a word about the price these cattle fetch. I am going to sneak home at night and forget about it."

### Low-Grade Southerners Fare Badly

A grade of steers that has been bumped hard came up from the Southwest, reaching St. Louis and Kansas City primarily, many being rebilled to Chicago. Lacking feeder quality, they had but one outlet, killers "murdering" them. Realizing anywhere from \$4.50 to \$6.50 per cwt., owners' losses in the finality of the operation must be left to conjecture, as even a general approximation is impossible. In this muddle, the "tip-horn"—a characteristic southern type—has been treated rough. Killers have passed them up in such a persistent manner as to eliminate doubt as to the unpopularity of the product with beef-consumers.

### She-Stuff as Erratic as Steers

Conditions in the so-called butcher market have been as erratic as in steer trade. Such specialties as yearling heifers have always had a good market, selling at anywhere from \$8 to \$9.75 per cwt. In fact, \$10 was bid late in September for a string of yearling heifers with a sort, but grass heifers have not been worth the hides on their backs much of the time. At \$1.50 to \$2.50 per cwt., there has always been a market for canning and cutting cows, while fat butcher cows have gone begging, owing to competition by low-grade steers



selling at \$4 to \$6 per cwt., which are a better beef-yield and merchandising proposition. Vigorous prosecution of dairy-cow testing has kept markets well filled with reactors, the product of such animals constituting an important addition to current beef-production volume.

#### Profitableness of Hog Declining

In Ireland the pig is popularly known as "the jintleman that pays the rint." With us the hog possesses the perennial faculty of replenishing country-bank deposits; but with average cost of droves, including packing sows, down to \$5 per cwt. at Chicago, His Porcine Majesty is less of a financial pillar. His board on the farm is costing less than in many years, but the current price is 75 per cent lower than at the war peak, so generally lamented, and he has been a less creditable market performer than fat cattle. There is a wide discrepancy between a \$5 hog and a \$10 steer, which insures adjustment sooner or later. A steady and irresistible decline in hog values has discouraged growers, filling the market hopper with new-crop shoats of doubtful value from a cure standpoint, which merely aggravates the situation. Substantial increase in production has been heralded, officially and otherwise, but in some quarters contention is made that the crop has been "overguessed." Disease has made inroads on its numerical strength, and liquidation at deficient weight has been on such an extensive scale as to engender an opinion that by the time the crop is in killers' hands there will be no marked increase in product tonnage compared with the last crop. In any event, there will be enough pork and lard to go around.

#### Not Much Expected of Lamb Market

The 1931 lamb crop will realize less net money than any marketed since the away-back-when period. September is rarely a good month at the market, and this one was even worse. As no expectancy existed, disappointment has been tempered. Dressed trade was a replica of the live market, slaughter was constantly heavy, and a mass of common and middle-grade meat did not improve the vending situation. A raft of native lambs sold at anywhere from \$4 to \$6 per cwt., and at the low spot \$6.50 was the limit. Feeders paid \$5 to \$5.75, but late in the month \$5.25 was out on the limb, light "whitefaces" going as low as \$4.75. Late in the month a ray of hope appeared, when prices advanced 50 to 75 cents per cwt., the upper crust of the crop selling at \$7 to \$7.25. Sheep—or fat ewes, to be exact—are worth \$1 to \$2 per cwt., but without a dependable market on that low basis. At the present low level of prices, fluctuations from day to day are narrow. On only one occasion in September was the swing as much as 75 cents per cwt. in a single day, and that was upward; demonstrating that the market has a bottom, and that prices could be advanced under light receipts, although there is scant prospect of such a condition, as, by the time the western crop is in and natives are closely gathered, fed westerns from the Corn Belt will be knocking at the market gate.

#### SEPTEMBER SEES BEGINNING OF GRASS-CATTLE MOVEMENT

J. E. P.

**W**ESTERN GRASS CATTLE BEGAN MOVING MARKETWARD in increasing volume during the latter half of September, heralding a heavy October run, as winter is approaching, and many young cattle that would have been carried through the winter under more favorable physical

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conditions must go to the feed-lot. Range buyers are few; consequently the bulk of the cattle will change hands at the markets. Country sales in the Corn Belt, which assumed importance in recent years, have all but disappeared.

Western cattlemen were hopeful that, when the corn crop reached maturity, demand for their wares would be improved. The British financial debacle happened meanwhile, upsetting previous expectation. London's fizzle has undoubtedly exerted an unsettling influence, involving the whole range of security and commodity values. When the bond market crashed, interior bankers, holding these securities to the amount of millions of dollars in their vaults, frowned on new cattle-loan commitments, as in a pinch, generated by depositors' demands for money, they would have been under the necessity of liquidating bonds at heavy loss, even to the extent of capital impairment; the result being that feeders have not found financing cattle purchases simple. On the other hand, killers have shown a pronounced disposition to let fleshy feeders of the two-way type alone, keeping out of the competition, on the theory that, if feeders were able to load up at low prices, they would have reasonable assurance of a crop of beef during the first half of 1932. The result is that feeders have been able to bag a large number of thin and fleshy cattle at prices ranging from \$4.50 to \$6 per cwt.

Current cost of all range steers, based on an average of sales of several thousand head made on the Chicago market during the latter half of September, is about \$5.48 per cwt., or a gross of \$46.41 per head, average weight figuring 847 pounds. During the same period of 1930, cost per cwt. was \$7.85; per head, \$68.72; and average weight, 878 pounds. Range cows and heifers this year averaged \$4.75 per cwt., or \$35.85 per head, with an average weight of 758 pounds. Last year's average cost per cwt. was \$6.60; per head, \$55.44; and

average weight, 840 pounds. These figures were carefully compiled from actual sales, and tell their own story.

Two types of western cattle are reporting at the market this year—one from the intermountain sections, where physical conditions have been fair, and the other from the Great Plains areas, where nature has been in hostile mood. Cattle selling above \$6 are from the good sections; from elsewhere, sales on killer account have been at \$5.50 down—mostly the latter. A few range cattle have been eligible to \$7 to \$7.50 on killer account, and up to \$7.25 on feeder account; but these are outside figures. A survey of the sales list shows 1,125-pound spayed Montana heifers at \$6, 1,145-pound steers at \$6, 1,140-pound steers at \$6.70, and a long string of sales at \$5 to \$5.75. The bulk of the Montana cattle absorbed by killers at Chicago have cost anywhere from \$5 to \$6.50; stockers and feeders have changed hands largely at \$4.75 to \$5.75; grass cows, at \$3.50 to \$4.50; and grass heifers, at \$4 to \$5.50, with a few at \$6.50.

Toward the latter part of September the range-cattle market, on both killer and feeder account, manifested signs of getting on a workable, stable basis.

#### COMPARATIVE LIVE-STOCK PRICES

BELOW ARE FIGURES SHOWING PRICES ON THE principal classes and grades of live stock at Chicago on October 1, 1931, compared with September 1, 1931, and October 1, 1930:

	Oct. 1, 1931	Sept. 1, 1931	Oct. 1, 1930
<b>SLAUGHTER STEERS:</b>			
Choice (1,100 to 1,500 lbs.).....	\$ 9.50-10.40	\$ 9.00-10.15	\$10.75-12.50
Good .....	7.50- 9.75	7.50- 9.25	9.00-11.00
Choice (900 to 1,100 lbs.).....	9.25-10.00	9.75-10.25	11.75-13.00
Good .....	7.75- 9.25	7.75- 9.75	10.50-12.50
Medium (800 lbs. up).....	5.75- 8.00	6.00- 7.75	8.25-10.25
<b>FED YEARLING STEERS:</b>			
Good to Choice.....	8.00-10.00	8.00-10.25	11.00-13.00
<b>HEIFERS:</b>			
Good to Choice.....	7.00- 9.75	7.50- 9.75	10.25-12.50
<b>COWS:</b>			
Good to Choice.....	4.50- 6.00	4.25- 6.75	5.25- 8.00
<b>FEEDER AND STOCKER STEERS:</b>			
Good to Choice (800 lbs. up).....	5.00- 6.75	5.75- 7.00	7.25- 9.00
Common to Medium.....	3.25- 5.00	4.00- 5.75	5.25- 7.25
Good to Choice (800 lbs. down).....	5.00- 6.75	5.75- 7.25	7.25- 9.00
Common to Medium.....	3.25- 5.00	4.00- 5.75	5.25- 7.25
<b>HOGS:</b>			
Medium Weights (200 to 250 lbs.).....	5.50- 5.70	6.50- 6.75	9.50- 9.90
<b>LAMBS:</b>			
Medium to Choice (92 lbs. down).....	5.00- 7.65	5.25- 7.85	6.00- 8.25

#### FEEDERS BEING ACQUIRED AT LOW LEVELS

J. E. P.

FEEDERS ARE BUYING MOST OF THEIR CATTLE within a spread of \$4.75 to \$6 per cwt., with \$6.50 the practical limit late in September. With feed at the lowest levels in years, if they cannot find pay dirt on this basis, the case is hopeless. Persistent injunction by bankers to keep away from cost has a tendency to put a premium on mediocrity, recalling Murdo Mackenzie's stereotyped plaint that quality does not get its just dues in the evaluation process. One Illinois feeder, handling several thousand head, boasted recently that he had not gone as high as \$5 for a single "critter."

This is the logical reaction from high-cost cattle in recent years. It has so happened that the "dogs" have made money,

### National Marketing Association Opposes Freight Increase

LIVE-STOCK producers paid a freight bill of more than \$90,000,000 to the railroads in 1929. The railroads are asking for a 15 per cent increase over this amount. If granted by the Interstate Commerce Commission, an added burden of approximately \$14,000,000 will be placed upon live-stock producers.

In the recent hearing, arguments were submitted by the National Live Stock Marketing Association to show wherein such increase would be unfair and should not be granted. The National Association spoke for twenty member marketing agencies doing an annual business of more than \$150,000,000.

Further information, or a copy of the brief submitted, can be obtained by writing the

#### National Live Stock Marketing Association

228 North LaSalle Street  
CHICAGO, ILL.



while good cattle, especially when carried into weight, have not paid out. Running true to form, feeders are swinging from one extreme to the other.

A hue and cry has been raised that the beef-making area is loading to the guards with cattle, which savors of propaganda designed to hold prices down. The fact is that, while the July-to-October movement through the public markets this year will be somewhat in excess of that of the corresponding period of 1930, it is far below the previous five-year average. For instance, twelve major markets sent out 486,000 stockers and feeders, by actual count, during the period from June 27 to September 18, compared with 442,000 in 1930, 568,000 in 1929, and 731,000 in 1928. Compared with the previous three years—1928, 1929, and 1930—the market purchase this year was but 84.7 per cent; and, it must be remembered, there has been sharp curtailment of the direct-from-pasture-to-feed-lot movement. This year, feeders are buying their cattle at the market. As to how many cattle the beef-making area will snuggle into the winter with, this deponent sayeth not, as the October and November purchase will be heavy; but it is a cinch bet that the holding will be less than at the corresponding period last year; also, that it will comprise a different type of steers—light in weight and less desirable from the standpoint of quality.

This is written late in September, when there was a big hole to fill, especially east of the Mississippi River. The Ohio Valley will need a large number of cattle; Ohio and Pennsylvania may take on 40 per cent more than last fall, when they were drought-stricken; and both Indiana and Illinois are in cattle-buying mood, hampered by reluctance of depositor-scared bankers to fork out the essential shekels. Parts of Iowa, where drought and grasshoppers held joint sway during the past summer, will not make the usual purchase, and Nebraska, with a badly scorched corn crop, will exercise restraint.

There is this possibility to reckon with: In the practice of economy, feeders have gone to bovine inferiority and mediocrity with such unanimity that the fat-cattle market may find itself bucking a not unusual condition during the first half of 1932—too many cattle of one type; in which event, quality, if not weight, will come into its own, creating a condition the reverse of that of two seasons past, when neither weight nor quality was an asset. Some investigator claims to have discovered that some two thousand years ago Julius Cæsar made this statement: "Most people remember only the last thing that happens." This may or may not be Julian philosophy, but it is logic applicable to present-day conditions. Too many cattlemen hug the illusion that what happens this year will be repeated next; which is rarely the way it works out.

#### CONDITIONS IN EUROPE AFFECTING HIDE TRADE

J. E. P.

**A**N IRREGULAR HIDE MARKET HAS BEEN THE logical result of European financial chaos. Slumps in securities have aggravated the situation, resulting in liquidation; also free short selling on the New York Exchange, where prices have varied 40 to 50 points within brief periods.

An outstanding bright spot is continued shoe-factory production at high levels. Current shoe output is the largest since late in 1929. The statistical position of both hides and leather continues to strengthen, which would have been manifested in more pronounced degree but for unfavorable foreign financial events. Hide prices are down practically to the low-

est levels of the present century, and while there is nothing encouraging on the horizon at the moment, an undertone of confidence cannot be concealed. Low prices reduce sales resistance, incidentally stimulating consumption.

#### HOLDINGS OF FROZEN AND CURED MEATS

**B**ELOW IS A SUMMARY OF STORAGE HOLDINGS OF frozen and cured meats, lard, creamery butter, and eggs on September 1, 1931, as compared with September 1, 1930, and average holdings on that date for the past five years (in pounds):

Commodity	Sept. 1, 1931	Sept. 1, 1930	Five-Year Average
Frozen beef.....	23,985,000	42,433,000	26,142,000
Cured beef*.....	14,942,000	17,322,000	16,653,000
Lamb and mutton.....	1,981,000	3,977,000	2,412,000
Frozen pork.....	129,568,000	124,648,000	155,092,000
Dry salt pork*.....	153,604,000	97,237,000	153,018,000
Pickled pork*.....	311,116,000	329,074,000	360,265,000
Miscellaneous.....	66,971,000	84,324,000	68,436,000
Totals.....	702,167,000	699,015,000	782,018,000
Lard.....	95,885,000	88,868,000	153,018,000
Butter.....	104,675,000	.....	150,014,000
Frozen eggs.....	110,273,000	.....	83,834,000
Eggs (in cases).....	9,011,000	.....	9,618,000

\*Cured or in process of cure.

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## WOOL-DEALERS WATCHING FOREIGN DEVELOPMENTS

J. E. P.

**W**OOL-BUYING ON THE DOMESTIC MARKET HAS been practically suspended since the British pound went "floey." Manufacturers canceled buying engagements when the financial rumpus across the Atlantic developed, deciding to sit on the side-lines awaiting events. Consequently quotations on domestic wools are temporarily in abeyance.

However, traders regard the situation complacently, as domestic wool stocks are small for this season, the best available information being that not to exceed 150,000,000 pounds are immediately available, with seven months to dicker before the 1932 clip will be marketed. No importations of foreign wool in considerable quantity will be possible for sixty or ninety days. With domestic combing wool quotable at 35 to 60 cents, clean, according to grade, it is patent that foreign prices must go to much lower levels before importation is possible to compete with domestic, after paying the 34-cent tariff rate. Above the tariff rate for combing wools there is a margin of zero to 25 cents a clean pound, depending on the wool, which must include profit.

The pound sterling has been used so extensively as the medium of exchange in the world's wool business that present conditions could not have exerted other than a profound influence on international markets. It remains to be seen what the future effect will be. The downward trend has been offset to some extent by appreciation in foreign markets, developing a lower clean, landed cost for foreign wool, which has brought Merinos out of Australia just about to a parity with domestic competing wools, on a clean, landed, duty-paid basis.

The domestic market is in a fairly satisfactory liquid position. During the past four months a considerable proportion of the new clip has been sold; consequently current stocks are not burdensome. In fact, the trade has been figuring on possible importation needs. Many dealers have already disposed of 60 to 75 per cent of their new-clip purchases, and the "co-op" is better sold than a year ago. Meanwhile consumption is proceeding at a steady gait, and mills are evincing interest that may eventuate in actual business. Piece-goods trade is healthy, purchasing power in the northern sections showing decided improvement.

Half-blood combing wools are quotable at 53 to 58 cents for territory types, clean basis. Fairly good Montana three-eighths has sold recently at 48 to 50 cents, clean. Woolen wools are quoted at 48 to 63 cents, clean.

Exchange has been moving up and down so abruptly that no working basis has been available. Naturally foreign prices will exert a potent influence on domestic values. Nominal values are close to importing parity, and should that drop below nominal value here, domestic prices will decline.

## LIVE STOCK AT STOCK-YARDS

**A**PPENDED ARE TABLES SHOWING RECEIPTS, shipments, and slaughter of live stock at sixty-five markets for the month of August, 1931, compared with August, 1930, and for the eight months ending August, 1931 and 1930:

### RECEIPTS

	August		Eight Months Ending August	
	1931	1930	1931	1930
Cattle*	1,302,333	1,062,091	8,374,258	8,228,277
Calves	519,403	542,688	3,988,683	4,020,890
Hogs	2,454,281	2,616,937	25,387,528	27,092,702
Sheep	3,269,988	2,583,481	20,173,785	17,529,787

### TOTAL SHIPMENTS†

	August		Eight Months Ending August	
	1931	1930	1931	1930
Cattle*	580,820	416,772	3,464,064	3,341,622
Calves	175,427	202,400	1,186,964	1,205,987
Hogs	1,045,367	1,132,662	9,734,577	10,588,038
Sheep	1,733,852	1,317,029	9,631,497	7,736,779

### STOCKER AND FEEDER SHIPMENTS

	August		Eight Months Ending August	
	1931	1930	1931	1930
Cattle*	220,807	129,788	1,163,758	1,277,530
Calves	29,736	20,215	165,612	204,907
Hogs	49,380	35,029	303,673	361,833
Sheep	718,168	465,250	2,006,897	1,488,656

### LOCAL SLAUGHTER

	August		Eight Months Ending August	
	1931	1930	1931	1930
Cattle*	673,172	618,000	4,805,865	4,780,331
Calves	335,505	341,115	2,787,742	2,818,398
Hogs	1,397,974	1,486,949	15,631,356	16,502,664
Sheep	1,474,008	1,265,601	10,384,117	9,787,139

\*Exclusive of calves.

†Including stockers and feeders.



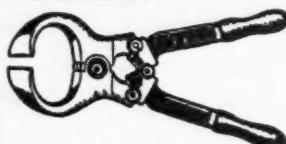
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# TRADE REVIEW

## IMPORTS EXCEED EXPORTS IN AUGUST

**A**N ADVERSE BALANCE OF ABOUT TWO MILLION dollars was registered against the United States in August. With our standing in the financial world, this is nothing to worry about. More concern is caused by the steadily diminishing volume of our foreign commerce. Both exports and imports in August dropped to the lowest levels in seventeen years. Compared with August a year ago, exports showed a loss of 44 per cent, while imports declined by 24 per cent. The figures in detail follow:

	August		Eight Months Ending August	
	1931	1930	1931	1930
Exports.....	\$164,822,000	\$297,765,000	\$1,664,331,000	\$2,642,789,000
Imports.....	166,670,000	220,558,000	1,450,198,000	2,173,429,000
Excess of exports.	\$ *1,848,000	\$ 77,207,000	\$ 214,133,000	\$ 469,360,000

\*Excess of imports.

## EXPORTS OF MEAT PRODUCTS

**E**XPORTS OF MEAT, MEAT PRODUCTS, AND animal fats from the United States for the month of August and the eight months ending August, 1931, as compared with the corresponding periods of the previous year, were as below (in pounds):

### BEEF PRODUCTS

	August		Eight Months Ending August	
	1931	1930	1931	1930
Beef, fresh.....	123,692	274,739	1,548,995	2,064,904
Beef, pickled.....	1,569,897	1,264,861	7,979,770	9,003,710
Beef, canned.....	143,111	117,982	1,137,928	1,325,513
Oleo oil.....	2,659,148	6,559,112	30,646,742	36,334,498
Totals.....	4,495,848	8,216,694	41,313,435	48,728,625

### PORK PRODUCTS

	August		Eight Months Ending August	
	1931	1930	1931	1930
Pork, fresh.....	407,261	727,845	5,667,560	12,412,737
Pork, pickled.....	1,508,867	2,620,354	11,114,600	22,703,636
Bacon.....	3,271,617	6,978,788	27,232,073	74,525,788
Cumberland sides.....	93,301	268,669	1,205,290	3,329,566
Hams and shoulders.....	6,622,530	10,841,441	63,132,612	92,564,572
Wiltshire sides.....	86	38,439	144	1,923,725
Sausage, canned.....	97,139	83,974	712,591	984,912
Lard.....	34,510,460	49,287,272	386,568,789	476,007,708
Lard compounds.....	109,673	118,838	1,082,773	1,525,973
Neutral lard.....	767,871	995,224	6,723,382	9,621,192
Totals.....	47,388,755	71,960,844	503,439,814	695,599,809

## New South Wales Votes Down Compulsory Pooling

At county elections in New South Wales, Australia, recently, a proposal to establish a compulsory wheat pool was defeated by a vote of 7,277 for to 9,789 against. In a previous ballot the pool had received a heavy majority.

## WHOLESALE MEAT PRICES

**W**HOLESALE PRICES ON WESTERN DRESSED meats at Chicago on October 1, 1931, compared with September 1, 1931, and October 1, 1930, were as below (per 100 pounds):

### FRESH BEEF AND VEAL

STEERS (700 lbs. up):	Oct. 1, 1931	Sept. 1, 1931	Oct. 1, 1930
Choice .....	\$14.00-15.50	\$13.50-14.50	\$16.00-17.50
Good .....	13.00-14.00	13.00-14.00	15.00-16.00
STEERS (550 to 700 lbs.):			
Choice .....	15.50-16.50	14.00-15.50	17.50-20.00
Good .....	14.50-15.50	13.50-14.50	15.00-17.50
YEARLING STEERS:			
Choice .....	16.50-18.00	15.00-17.00	19.00-20.50
Good .....	15.50-17.00	14.00-15.00	17.00-19.00
COWS:			
Good .....	8.50-10.00	9.00-10.00	11.00-12.00
VEALERS:			
Choice .....	14.00-16.00	15.00-17.00	20.00-22.00
Good .....	13.00-15.00	14.00-16.00	17.00-20.00

### FRESH LAMB AND MUTTON

LAMBS (45 lbs. down):			
Choice .....	\$14.00-16.00	\$17.00-19.00	\$15.00-17.00
Good .....	13.00-15.00	15.00-17.00	13.00-16.00
EWES:			
Good .....	6.00- 8.00	6.00- 8.00	8.00-10.00

### FRESH PORK CUTS

LOINS:			
8-10 lb. average.....	\$16.00-18.00	\$20.00-23.00	\$22.00-24.00
10-12 lb. average.....	17.00-19.00	20.00-22.00	21.00-23.00

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## FEEDSTUFFS

**A** FURTHER DECLINE IN COTTONSEED CAKE AND meal, f. o. b. Texas points, brought the price down to \$11.50 per ton on October 2. Hay prices at Kansas City on September 30 were: Alfalfa—No. 1 extra leafy, \$15.50 to \$17; No. 2 extra leafy, \$14 to \$15; No. 1, \$12 to \$13.50; No. 2 leafy, \$11.50 to \$12; No. 2, \$10 to \$11; No. 3 leafy, \$9.50 to \$10; No. 3, \$8.50 to \$9; sample, \$5.50 to \$8; prairie—No. 1, \$9.50 to \$10; No. 2, \$8 to \$9; No. 3, \$6 to \$7.50; sample, \$4 to \$5.50; timothy—No. 1, \$9 to \$11; No. 2, \$7.50 to \$8.50; No. 3, \$6.50 to \$7; sample, \$5.50 to \$6; timothy-clover, mixed—No. 1, \$9 to \$10; No. 2, \$7.50 to \$8.50; No. 3, \$5.50 to \$7; clover—No. 1, \$10 to \$11; No. 2, \$7 to \$9.50.

## Italy Increases Import Duties

Ad valorem duties on all imports have been increased 15 per cent by the Italian government.



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# FOREIGN

## LIVE-STOCK INTERESTS IN AUSTRALIA

BY A. C. MILLS

[Special Correspondence to The Producer]

MELBOURNE, August 15, 1931.

**R**EFERENCE WAS MADE IN A RECENT LETTER TO proposed experiments in connection with an attempt to evolve a breed of cattle that would be better suited than the recognized British breeds to the tropical coastal areas of north Australia. It had been suggested that the Council for Scientific and Industrial Research should acquire the Queensland government's Gindie run near Rockhampton as headquarters for the experiments and import Brahman bulls for crossing purposes. The Queensland government had gone so far as to offer the use of the farm, but such strong opposition has recently developed against the proposition that the council has now decided to drop it.

Apparently the principal objectors to the scheme are stud-cattle breeders, who claim that it would be dangerous to mix Asiatic blood with beef cattle generally. Possibly, also, they fear that the competition of a new type, if one were successfully evolved, might interfere with their business as stud-breeders. Whatever the real reason, one cannot but think that the opponents have taken up a very short-sighted and parochial attitude, and it seems a pity that the Research Council could not have gone ahead in spite of the opposition. That, however, could not be done, as an essential part of the scheme was voluntary contributions toward the cost on the part of cattle-owners.

We have no indigenous or native cattle in Australia, and the full economic development of much of the coast areas inside the tropical belt is impossible with either Shorthorn, Devon, Hereford, or Aberdeen-Angus. Temperature, incidence of rainfall, and class of pastures, to say nothing of insect pests, are against that. A great deal of the country is relatively low-lying, and, receiving only a heavy summer rainfall, grows a coarse type of grass on which the British breeds cannot thrive.

A few cattlemen in the north have experimented in a small way with Brahman bulls, crossing with Shorthorns and Devons, and obtained satisfactory results. The Brahmans were obtained from the Melbourne zoo, and are now dead, but the strain still persists in a couple of herds. Only the other day I heard of some mobs of cattle that had to be shifted in north Queensland owing to drought, when it was found that those which had a trace of Brahman blood stood up to the hard conditions of travel infinitely better than the grade Shorthorns. No doubt the experiments would have been continued had conditions been fairly normal, but, owing to the depression, nobody feels justified in laying out money on importations of bulls from India. Apart from that, to fix a type is really the work of some public body that has an assurance of continuity of a defined policy, and not a job for an individual. It would take a good many years and cost a considerable sum of money.

One thing which may lead Queensland stock-owners to withdraw their opposition to the introduction of Brahman blood is the recent spread of the buffalo-fly in the north.



Indian cattle are believed to be immune to fly worry, and it is considered likely that the crosses would also be able to stand up against the pest. The idea of establishing buffer or quarantine areas on the borders of the present spread of the fly has apparently been abandoned. As available evidence points to the insect being able to travel on the wing twenty miles across the ocean, restraint by isolation hardly seems practicable in a country that has plenty of wild game. Entomologists are busy searching for a parasite, and the hope of control now seems to be in that direction.

Industrial troubles which developed at Queensland meat-packing plants last month were made the occasion for calling a conference between representative graziers, packers, and union officials to discuss the present parlous condition of the live-stock industry and the frozen-meat export trade. Apart from the threatened withdrawal of union delegates on one occasion, owing to a fear that an attempt was about to be made to lower wages of meat employees, the conference was a triumph for the round-table method of negotiation. Each side was given an insight into the others' viewpoints, and delegates were therefore better able to appreciate the difficulties connected with the industry.

It was stated on behalf of graziers that, owing to the fact that costs of production had doubled since 1914, while realizations had dropped to the pre-war level, the industry was in an impossible position. The spokesman went so far as to say that not more than 5 per cent of the men in the northwest of Queensland, if called on to pay their debts, would be solvent. In many cases sheep-breeders had spent up to \$9.60 a head in artificial feeding during the recent drought, and the sheep today were not worth more than \$1.20 each. The proportionate amount spent on feeding cattle was not so great, but the losses of breeders and natural increase have been considerable, and cattlemen are not much better off. It was claimed that the government should give relief by abolishing the land tax and reducing rail freights, rentals, and other taxation.

When the case for the meat-export companies was laid before the conference, it was pointed out that best Queensland frozen beef was then selling in Great Britain at approximately 5 cents per pound. This is equivalent to about \$4.20 per 100 pounds, dressed weight, delivered at the packing-plants, whereas the companies had been paying from \$4.32 in the north to \$6.24 in the Brisbane district. It was said that the companies had been able to reduce overhead charges below the 1914 level, but the cost of materials, particularly coal and Hessian wraps, was unduly high. Wages were also at an artificial level, and the many harassing conditions that had been imposed on industrial awards were increasing costs of processing out of all proportion to value received.

The latter assertion roused the union representatives, who claimed that, as wages had already been subjected to cuts ordered by the Industrial Court, the men could not be expected to make any further sacrifices. After a rather heated debate, the conference passed a resolution urging the meat companies to take such action as would eliminate the harassing conditions referred to. The union representatives naturally did not vote on that.

Other resolutions passed urged the government to reduce taxes and rail charges, the commission's agents to reduce their fees, and the shipping companies to bring down ocean freights. It was also decided to ask the government to make a levy of 24 cents a hundred head of cattle, for the purpose of raising funds to be used in investigating diseases of cattle. Another resolution favored the establishment of a central research station in Brisbane, where investigations could be initiated into the transport of chilled beef to Europe.

## NOTES FROM FOREIGN LANDS

### New Meat-Packing Plant at Liverpool

A municipal abattoir and meat market has been completed at Liverpool, at a cost of about \$3,000,000. This is said to be the largest municipal venture of its kind in the world.

### Polish Bacon Exports Expanding

The Polish bacon industry is in rapid development. Several new curing-plants have recently been established. England has been found the most attractive outlet for the export surplus.

### Compulsory Land Cultivation in Spain

A measure for keeping all farm units in productive operation has been adopted by the Spanish government. On the advice of state agricultural experts, a plan of operations for backward farms is worked out and presented to the farmer, the police being empowered to enforce observance of the prescribed program.

### Russia's Agricultural Program

The masters of the Soviet Union have set themselves an ambitious farm-development program. The plan involves raising the annual per-capita meat consumption to 110 pounds and the consumption of dairy products to 715 pounds—about twice the present quantities. The sum of \$453,000,000 will be expended this year on state live-stock ranches; credits for the collective dairy farm centers will amount to \$83,000,000; \$57,000,000 will go to hog, sheep, and poultry production; and \$200,000,000 will be spent during the next two years for the construction of thirty-nine meat-packing plants. Many of these enterprises will be under the direction of American experts.

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# THE BULLETIN BOARD

## HERBACEOUS-PLANT INFLUENCE ON EROSION

In a recent Department of Agriculture bulletin (No. 220), entitled "A Study of the Influence of Herbaceous Plant Cover on Surface Run-off and Soil Erosion in Relation to Grazing on the Wasatch Plateau in Utah," C. L. Forsling, director of the Intermountain Forest and Range Experiment Station, has brought out some interesting facts.

The bulletin presents results of fifteen years of study on two watersheds, giving abundant evidence of the benefits derived from plant protection. On one area where ground cover was protected from grazing for five years, and vegetation density thereby increased from 16 to 40 per cent, the grazing support grew from one cow for every thirty-one acres to one cow for every ten acres. The same increase in vegetation stand showed a decrease in erosion of 55 per cent.

The bulletin is for sale by the Superintendent of Documents, Washington, D. C., for 20 cents.

## EROSION OF CORN BELT SOIL

It takes only about seven years under continuous corn cultivation in northern Missouri and southern Iowa for one inch of an important type of rolling

Corn Belt soil to wash off land of gentle slope, says the Department of Agriculture. On steeper land—that having an eight-foot drop for every 100 feet—soil washes off at the rate of an inch a year. This means that, with the prevailing system of corn production in this region, the most productive part of the land, the seven inches of topsoil, is being washed away within seven to forty-nine years. As virgin soil, this produced seventy-five bushels of corn to the acre in good years; the exposed subsoil produces about twenty bushels an acre.

## WESTERN BROWSE PLANTS DESCRIBED

The economic value, distribution, and requirements of more than 500 of the more important browse plants on western range lands are described in a new booklet just published by the Forest Service. The handbook will be useful to stockmen, as well as to range administrators and scientists engaged in range research. Familiarity with range vegetation is essential to effective range management. In determining the class of live stock to which a range is best suited, how many head the range will carry, through what seasons it can be grazed, and how to detect the signs of overgrazing or danger of range live-stock poisoning, the first thing to be considered is the range vegetation, what plants are present, the quality and quantity of forage which they represent, and the effect that grazing will have upon them. Much of this information, heretofore practically unavailable to stockmen, appears in this new publication, entitled "Important Western Browse Plants," by William A. Dayton, plant ecologist in charge of range forage investigations in the Forest Service.

## STUNTED FORAGE PLANTS AS SOURCE OF POISONING

Some plants on which live stock is pastured may develop poisonous properties as a result of drought, frost, wilting, or severe trampling. According to the Department of Agriculture, which has investigated reports of live-stock poisoning, such plants as Sudan grass,

velvet grass, sorghum, and Johnson grass have been found to develop prussic acid when their growth is retarded by abnormal conditions such as those mentioned.

Once animals have eaten plants containing prussic acid, there is little that the stockman can do, the department says. The poison acts quickly, and very often the affected animal will die within half an hour. While there are a few remedies suggested for exceptional cases, they are usually of little avail after the animal has taken enough of the injurious substance to cause symptoms to develop.

Preventive measures are advocated as the best means of dealing with this condition. One precaution that may be taken is to feed animals a grain ration, such as corn or milo, or alfalfa hay, before turning them into the suspected pasture. It is also possible to avoid the danger by mowing pastures known to be unsafe, and allowing the cut grass to dry thoroughly before pasturing, as the acid usually disappears when the crop is made into hay.

## ENGLISH-SPARROW TRAPS

If the neighborhood is so full of English sparrows that the bird becomes a pest, it is a comparatively simple matter to trap them. Leaflet 61-L, just issued by the Department of Agriculture, gives simple plans for building several styles of sparrow traps. The Tesch nest-box trap is an ingenious contrivance designed to catch one bird after another. After a bird enters, the trap dumps the bird into a close-woven sack and sets itself for the next visitor. Other effective styles include a hand-operated nest trap, a sieve trap, and a funnel trap made from small-mesh poultry wire. The leaflet is free to anyone requesting a copy.

## HOW TO TRAP BOBCATS

When bobcats become a menace to live stock, it is easy to catch them in common double-spring steel traps, sizes 2 and 3, says Stanley P. Young, of the Biological Survey, in Leaflet 78-L, "Hints on Bobcat Trapping," recently published by the Department of Agriculture. Such traps, explains Mr. Young, have been used by many generations of trappers, and no better or more practical device has yet been invented to take their place.

Since human encroachment on the bobcat's natural haunts, where it is accustomed to prey on rabbits, other injurious rodents, and such valuable forms of wild

### Registered Mammoth Jacks and Jennets

Still have a few ready-to-use Jacks and a car of breeding Jennets for sale at bargain prices. Being in the drought district, with no pasture and very little feed, we are compelled to sacrifice this stock. If interested, don't delay, but write or come to see us.

**L. M. MONSEES & SONS**  
Smithton, Pettis Co., Missouri

### STEER HORNS FOR SALE

Polished and mounted, over six feet spread. Rare opportunity to procure such an ornament. The Texas Longhorn cattle are now extinct. Free photo. Lee Bertillion, Mineola, Texas.

**HARDY ALFALFA SEED, \$5;**  
Grimm Alfalfa, \$8; White Sweet Clover, \$3. All 60-pound bushel. Return seed if not satisfied. Buy before spring. George Bowman, Concordia, Kansas.



life as antelope, deer, wild turkey, and quail, this predator has found the young of the domestic flocks and herds very satisfactory substitutes, says the leaflet. Where this new provender is more easily obtained than is food in the wild, the bobcat becomes a serious menace.

Field experiences of federal and co-operative trappers have demonstrated that the bobcat can be caught in traps placed in holes dug directly in the trail of the animal and concealed with dirt. Fetid and natural scents and such lures as catnip oil, it is stated, may be used to attract the animals to traps set on either side of the trail, near stubble, a bunch of weeds, an exposed root, or any object known as a scent post. The leaflet furnishes directions for making the various sets, preparing scents, and caring for traps.

#### FARM POPULATION DECREASING

Analysis of figures gathered by the Census Bureau reveals an actual decrease of our farm population from 31,614,269 in 1920 to 30,447,550 in 1930, despite an increase of 16.1 per cent in total population. The number of persons engaged in farming dropped 3.8 per cent during the ten years. Of the total population, 24.8 per cent now live on farms, compared with 29.9 per cent in 1920.

During the same period there was an 18 per cent increase in the rural non-farm population—those who live in the country, but not on farms. The total in the 1930 census was 23,662,710. In 1920 it was 20,047,377.

Men predominate on the farm, girls having left for the city in greater num-

ber than boys. The ratio is now 111 men to 100 women on the farms. In 1920 it was 109.1 to 100.

The farm population formed 43 per cent of the total population in the South in the 1930 census, 16 per cent in the North, and 18.7 per cent in the West.

#### PRICES A HUNDRED YEARS AGO

An Ohio paper has unearthed a copy of a newspaper printed over one hundred years ago, containing a list of articles of food, with the prices prevailing at that time (the winter of 1825-26). The list is as follows:

Eggs, 4 cents a dozen  
Butter, 8 cents a pound  
Sugar, 10 cents a pound  
Pepper, 50 cents a pound  
Coffee, 31 cents a pound  
Tea, \$1.50 a pound  
Bacon, 6¼ cents a pound  
Whisky, 25 cents a gallon  
Wheat, 40 cents a bushel  
Oats, 15 cents a bushel  
Corn, 25 cents a bushel  
Salt, 2½ cents a pound

#### WEATHER TERMS

Here are the technical definitions of some of the terms most often used in Weather Bureau forecasts:

"Fair weather"—absence of rain;  
"foggy"—objects hidden 1,000 feet away;  
"cloudy"—about four-fifths of the sky obscured; "rain"—any kind of precipitation; "excessive rain"—two and a half inches in twenty-four hours; "light frost"—destroys only tender plants; "killing frost"—destroys all vegetables; and "drought"—dry spell lasting long enough to injure plants.

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## Tucker's Dispersion Sale

**MULLEN, NEBRASKA, NOVEMBER 9, at 11 A. M.**

**320 HEAD REGISTERED 80 BULLS; 240 FEMALES** **HEREFORDS**

This is an offering of a wonderful bunch of Domino bulls, and cows and heifers of Domino and other popular lines of breeding—the tops of a carefully culled herd of six hundred head. The older bulls are the choice of the 1930 crop. Very few of the females are over seven years old. Females ready for breeding have been bred to grandsons of Prince Domino. All calves have been vaccinated.

This sale affords selection of just the breeding stock you want at your own figure.

**FOR CATALOGS WRITE TO C. B. BENDER, SALE MANAGER, CALLAWAY, NEB.**

**L. TUCKER, Mullen, Nebraska**

**A. W. THOMPSON and L. E. HARDING, Auctioneers**

# ROUND THE RANGE

## GOVERNMENT RANGE AND LIVE-STOCK REPORT

Below is a summary of range and live-stock conditions for the seventeen western range states, according to the September report issued by the Bureau of Agricultural Economics:

**Arizona.**—Feed prospects very good; recent rains have supplied stock water; cattle and sheep in good condition.

**California.**—Acute shortage of stock water, pasture, and range feed; hay supplies adequate in most sections; much live stock in poor flesh.

**Colorado.**—Higher ranges good; fall and winter feed fair; hay and feed crops light; cattle and sheep generally in good condition.

**Idaho.**—Lower ranges very dry; prospects for fall and winter range poor; hay supplies sufficient for mild winter.

**Kansas (western).**—Pastures dry; stock water getting low; prospects for rough feed fair to good.

**Montana.**—Ranges poor and stock water short, except in higher and southwestern sections; hay crop short; cattle and sheep in fair condition.

**Nebraska (western).**—Recent rains have improved feed, but ranges generally in poor condition; cattle in good flesh.

**Nevada.**—Range feed dried up and stock water short; lower and desert ranges very poor; cattle holding up well, sheep showing shrink.

**New Mexico.**—Range feed generally good, except in few northern areas; hay and feed crops good; cattle and sheep in good flesh.

**North Dakota (western).**—Winter feed prospects poor; cattle and sheep holding up well.

**Oklahoma.**—Western sections dry, with short feed; hay and feed crops light; cattle in good condition.

**Oregon.**—Range feed short and dry, with poor prospects for winter feed; live stock in fair to good condition.

**South Dakota (western).**—Range feed poor and stock water low; hay supply short; live stock in fair condition.

**Texas.**—Ranges generally good, and winter feed prospects promising; a few dry spots in lower plains and western parts; surplus of feed.

**Utah.**—Range feed and water short; crops of hay and feed grains light; live stock in fair condition, but losing flesh.

**Washington.**—Ranges in eastern portion drying rapidly, with shortage of water; winter range prospects only fair, but hay plentiful.

**Wyoming.**—Ranges mostly poor, though somewhat improved by August rains; range feed very short in northeast and southwest; cattle and sheep in good

## RANGE AND LIVE-STOCK CONDITIONS

### California

Conditions here are the worst since 1889, so far as both drought and finances are concerned.—E. D. PAYNE, Alturas.

### Montana

Stock is looking very well in this section, although water and feed were short in early summer. Recent good rains have made plenty of feed. Lots of grain is being cut for hay, and there will be a good second crop of alfalfa. No stock sold or shipped out as yet. At the high cost of running and low price of production, there is hardly a living in it for the producer.—WILLIAM ELLSWORTH, Pendroy.

### Nebraska

One of the old-timers said today that it is drier here than it has been in forty-two years. Still, we are going to have a hay crop which will average only one-third short, and a lot of corn that will make twenty bushels to the acre.—T. D. OGDEN, Maxwell.

### Pennsylvania

Crop conditions in this section are the best in years, and, as Lancaster County feeds more cattle than any other county in the country, indications are that a liberal supply will go on feed this season. About double the number of stockers and feeders have been sold at the Lancaster market to date, in comparison with last year.—M. J. FLICKINGER, Union Stock Yards, Lancaster.

### South Dakota

Conditions in this region are very bad. Wells are going dry; dams are dry; range is as bare as a well-traveled highway; there is no winter grazing, and no hay to speak of. Cattle will mostly all go out of here this fall.—BARTON CLENNON, Grindstone.

### Texas

Conditions on the range are better here than at any time since 1919, and we are hoping that the market may recover sufficiently at least to equal the cost of production.—A. E. GATES, Laredo.

Conditions from Del Rio to Houston, following the Southern Pacific Railroad, were never better in my experience of thirty years. There is a bumper crop of corn and oats, but cotton is not so good—too much rain.—W. H. FORD, San Antonio.

### Utah

We have had a very dry summer in northeastern Utah—Duchesne and Uinta

Counties. Farm crops are not more than 60 per cent of normal. Spring and summer ranges have been fair up to the present, but are drying fast, and look bad for fall and winter. However, I think our two counties will be able to take care of all live stock, including dairy cattle, but will not be able to feed much stuff for market. On account of prices, I do not think we will market so close as usual.—H. L. ALLRED, Roosevelt.

### Wyoming

The weather continues dry, with strong, hot winds. There have been traces of frost at night. Range, or rather pastures (we have no range any more), are about as last year, but moisture is needed as a protection from the trampings of live stock. Prices are very unsatisfactory, from the grower's point of view. Feeder lambs have been selling at \$4.50 to \$5. There will be a heavy shipment. Very little trading has yet been done in cattle—not enough to establish prices. Some hay is being sold at around \$8. Sheep are leaving the mountains, but cattle will remain a while longer.—A. M. BROCK, Buffalo.

Conditions here are not good. It has been very dry and hot, and there is not much hay. There will not be so many cattle wintered as usual. Everyone looks forward to a hard winter; but we will take it as it comes.—H. H. WILLIAMS, Gillette.

Stock is in good condition, we have the usual hay crop, and grass is better than usual.—CHARLES S. WILSON, Meeteetse.

## WESTERN SHEEP AND LAMB SUPPLY

The number of lambs raised in the thirteen western sheep states in 1931 is estimated about 1,650,000 head larger than in 1930. Losses to the end of August, 1931, were somewhat larger than in 1930, but were about the same percentage of the crop. Shipments of lambs from these states to the end of August, which were made up mostly of lambs dropped before the middle of March, are estimated to have been about 550,000 in excess of similar shipments last year, this increase being largely in the shipments from California and Texas. The supply of lambs at the end of August available for all purposes, including breeding-ewe replacements and shipments, was therefore about 1,100,000 head larger than on the same date in 1930.

**Rare Beef.**—A cowpuncher ordered a steak at a restaurant. The waiter brought it in rare—very rare. The puncher looked at it and demanded that it be returned to the kitchen and cooked. "Tis cooked," snapped the waiter. "Cooked!" said our friend the puncher. "I've seen cows hurt worse than that get well."





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## ROUND-UP *and* TIE-UP

Nearly three-fourths of the meat animals of the United States are raised west of the Mississippi; about 70 per cent of the meat consumers live east of the great river. Between the grasslands and feedlots and the housewife's market basket lie hundreds, sometimes thousands, of miles.

To shorten this gap is the function of Swift & Company. In miles it cannot be shortened. The grower is entitled to a national market and the consumer to country-wide supply. In time, in convenience and in cost, it can be and is being shortened.

Fifty-five thousand Swift employees everywhere are constantly engaged in making the tie-up of the farm and ranch with the dining-room. To speed their services, Swift & Company has

more than forty packing plants in producing areas, over 400 branch houses and a multitude of car routes which reach retailers in thousands of cities and towns.

Purchase, processing, refrigeration, transportation, selling, delivery and collection are inescapable in any system of national meat marketing. Somebody has to do all these things and Swift & Company does the job economically. Out of every dollar it receives from retailers for beef and by-products it returns 85 cents, on the average, to the cattle raiser. The remaining 15 cents covers all expenses and leaves a modest profit.

Swift & Company profits from all sources, over a long term of years, have averaged less than a half cent a pound.

**Swift & Company**

*Purveyors of fine foods*

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